



April 12, 1994

**FAX # (212) 264-6607**

Mr. Arnold Bernas  
Project Manager  
Emergency and Remedial Response Division  
U.S. Environmental Protection Agency  
Region II  
Room 29-30  
26 Federal Plaza  
New York, New York 10278

Re: York Oil Site, Moira, New York  
Request for Information Under  
42 U.S.C. Sec. 9604(e)

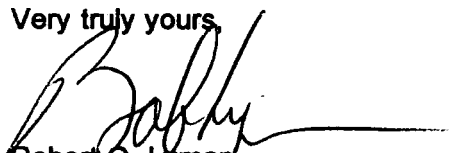
Dear Mr. Bernas:

Per telephone call this morning, we are herewith faxing to you the material which was inadvertently left out of our correspondence forwarded to you yesterday. It is my understanding that you will provide a copy of this material to Ms. Kissel.

The only copy of the Agreement between United Traction Company and County of Albany in our possession is not very clear and may not fax well. We are mailing a hard copy, which may be slightly more legible.

If you have any questions, please call the undersigned at (518) 482-6359.

Very truly yours,

  
Robert G. Lyman  
General Counsel  
/w

Att: 16 pages

Robert P. Roche  
Chairman  
Albany County

A. Jerome Mc Cormick  
Vice Chairman  
Saratoga County

James W. Cramer  
Secretary  
Rensselaer County

Gordon H. Strait  
Treasurer  
Albany County

Thomas H. Clements  
Saratoga County

Bernard A. Fleishman  
Rensselaer County

Joseph Parillo, Jr.  
Schenectady County

Dennis J. Fitzgerald  
Executive Director

Robert G. Lyman  
General Counsel

570111



**CAPITAL DISTRICT TRANSPORTATION AUTHORITY**  
110 Watervliet Avenue Albany, N.Y. 12206

# FINAL 1988 DEALER FINANCIAL STATEMENT

PAGE 1

DEALER VAL'S MOTORS INC. CITY SYRACUSE STATE NY

FOR PERIOD OF 1-1-88 TO 12-31-88 DIVISION NAME \_\_\_\_\_ ZONE NAME \_\_\_\_\_ GROUP NUMBER \_\_\_\_\_ DEALER CODE \_\_\_\_\_

## BALANCE SHEET

ASSETS				ACCT. NO.	AMOUNT	LIABILITIES AND NET WORTH				ACCT. NO.	AMOUNT
<b>CURRENT ASSETS:</b>						<b>1 CURRENT LIABILITIES:</b>					
CASH ON HAND				101	15,304.31	ACCOUNTS PAYABLE			201	61,989.88	
CASH IN BANK				103	31,024.37	CUSTOMER REFUNDS-PAYABLE			202		
CASH ON DEPOSIT				104	827,491.24	NOTES PAYABLE			203		
CONTRACTS IN TRANSIT				106	50,989.00	DIVIDENDS PAYABLE			205		
<b>TOTAL CASH AND EQUIVALENT (LINES 2-5)</b>					<b>924,814.82</b>	VEHICLE PROTECTION/EXTENDED WARRANTY			207	1,925.00	
<b>RECEIVABLES:</b>						<b>7 CREDIT BALANCES-SERVICE PARTS, VEHICLES &amp; OTHER RECEIVABLES</b>					
SERVICE & PARTS ACCOUNTS				110	70,053.32	WSC ADVANCE PAYMENT			118A-1	12,865.00	
VEHICLE ACCOUNTS				111	4,329.12	<b>TOTAL ACCOUNTS &amp; NOTES PAYABLE (LINES 2-8)</b>				<b>76,179.88</b>	
CUSTOMER NOTES				112		<b>10 ACCRUED EXPENSES:</b>					
OTHER RECEIVABLES				114		PAYROLL AND EQUIVALENT			210	5,892.63	
WARRANTY/ROAD READY				116A	2,539.105	INTEREST			212		
HOLDBACK				116B	30,179.88	INSURANCE			213		
SPECIAL VEHICLE INCOME				116C		TAXES-PAYROLL			214	2,146.17	
FLOOR PLAN ALLOWANCE				116D	2,203.65	TAXES-OTHER THAN PAYROLL & INCOME			215	2,408.10	
WHOLESALE COMPENSATION - PARTS				116E	1,155.00	INCOME TAXES			216	22,937.30	
INVENTORY REBATES				116F	6,881.59	OTHER ACCRUED EXPENSES			217	7,328.72	
OTHER				116G	13,490.00	<b>TOTAL ACCRUED EXPENSES (LINES 11-17)</b>				<b>62,386.92</b>	
<b>TOTAL FACTORY RECEIVABLES (LINES 12 THRU 19)</b>					<b>79,301.17</b>	<b>19 FLOOR PLAN LIABILITY:</b>					
ALLOWANCE FOR DOUBTFUL ACCOUNTS				118		NEW CARS AND TRUCKS			220	147,508.84	
<b>NET RECEIVABLES (LINES 8 THRU 11 + 20 - 21)</b>					<b>153,683.61</b>	DEMONSTRATORS			226		
DUE FROM FINANCE & INSURANCE CO.'S - CURRENT				119	16,354.43	USED CARS AND TRUCKS			227		
<b>TOTAL RECEIVABLES (LINES 22 + 23)</b>					<b>155,319.04</b>	OTHER INVENTORIES			230		
<b>INVENTORIES:</b>						<b>24 TOTAL FLOOR PLAN LIABILITY (LINES 20-23)</b>					
CARS: CHRY-PLY, DODGE, EAGLE				120	568,031.70	<b>25 TOTAL CURRENT LIABILITIES (LINES 9 + 18 + 24)</b>					
IMPORT - CARS				123	65,908.74	<b>WORKING CAPITAL</b>					
TRUCKS: DODGE, JEEP (INCL. IMPORTS)				124	783,048.10	GUIDE \$					
RECREATIONAL VEHICLES				125		ACTUAL \$					
OTHER NEW CARS & TRKS.				126		(ASSET LINE 53 MINUS LIAB. LINES 25 AND 42 AMT. DUE WITHIN 1 YEAR)					
<b>TOTAL NEW VEH. (LINES 28 THRU 33)</b>					<b>1,417,048.84</b>	<b>30 OTHER LIABILITIES:</b>					
DEMOS				127		SECURITY DEPOSITS: LEASE VEHICLES			240		
USED CARS				128	151,699.33	RESERVE FOR REPOSSESSION LOSSES			250		
USED TRUCKS				129	47,250.00	DRIVER EDUCATION CARS			255		
<b>TOTAL USED VEHICLES (LINES 36 + 37)</b>					<b>198,949.33</b>	LEASE/RENTAL VEHICLES			256	62,405.71	
PARTS & ACCESSORIES				130	226,331.57	COMPANY CARS & SERVICE VEHICLES			258		
PARTS & ACCESSORIES (OTHER MFG.)				132		<b>TOTAL OTHER LIABILITIES (LINES 31-35)</b>				<b>62,405.71</b>	
LESS: INVENTORY ADJUSTMENT - PARTS & ACCESS.				133		<b>37 LONG TERM DEBT:</b>					
TIRES AND TUBES				134	555.61	NOTES PAYABLE - CAPITAL LOANS			260		
OTHER AUTOMOTIVE INVENTORIES				135		SUBORDINATED NOTES			262		
LABOR IN PROCESS				136	317.50	MORTGAGES PAYABLE			263		
OTHER SERVICE & PARTS INVENTORIES				137		OTHER NOTES & CONTRACTS			265		
<b>TOTAL P&amp;A &amp; MISC. INVT'Y. (LINES 39 THRU 46)</b>					<b>227,204.68</b>	<b>TOTAL LONG TERM DEBT (LINES 38-41)</b>					
NON-AUTOMOTIVE INVENTORIES				140		<b>TOTAL LIABILITIES (LINES 25 + 36 + 42)</b>				<b>1,676,056.35</b>	
<b>TOTAL INVENTORIES (LINES 34 + 35 + 36 + 47 + 48 + 49)</b>					<b>1,843,202.85</b>	LIFO RESERVE - INVENTORY ADJ.			268		
MARKETABLE SECURITIES				145	112.07	<b>NET WORTH:</b>					
PREPAID EXPENSES				146		CAPITAL STOCK: PREFERRED			270	59,000.00	
<b>TOTAL CURRENT ASSETS (LINES 8 + 24 + 50 + 51 + 52)</b>					<b>2,323,418.78</b>	COMMON			271		
<b>OTHER ASSETS:</b>						<b>48 RETAINED EARNINGS</b>					
OFFICERS & EMPLOYEES ACCOUNTS				151		DIVIDENDS			275	716,464.53	
DUE FROM FINANCE & INSURANCE COMPANIES DEFERRED				152	1,500.00	INVESTMENTS (PROPRIETOR OR PARTNERS)			280		
DEPOSITS ON CONTRACTS				153		WITHDRAWALS			285		
CASH VALUE OF LIFE INSURANCE				154		ADJUSTMENTS			290		
DRIVER EDUCATION CARS				155	12,654.54	<b>53 NEW UNITS PLACED IN SERVICE DURING CURRENT MONTH</b>					
LEASE/RENTAL VEHICLES				156	23,816.41	LEASING OWNED & RETAIL			55		
OTHER ASSETS & INVESTMENTS				157	9,250.00	RENTALS			56		
<b>TOTAL OTHER ASSETS (LINES 65 THRU 61)</b>					<b>88,950.95</b>	<b>UNIT SALES FROM PAGE 3</b>					
<b>LAND, BLDGS. &amp; EQUIPT. (AUTO BUSINESS ONLY)</b>						<b>CURRENT EARNINGS BEFORE TAXES</b>					
LAND				160		NEW			USED		
BLDG. & BLDG. EQUIPT.				161	103,526.55	CHRYSLER			LINE 57	AMOUNT	
SERVICE EQUIPMENT				162	45,225.91	JANUARY					
PARTS & ACCESS. EQUIPT.				163	0	FEBRUARY					
CO. CARS/SERV. VEHICLES				164	0	MARCH					
FURN., SIGNS & EQUIPT.				165	10,601.25	APRIL					
LEASEHOLDS				166		MAY					
<b>NET VALUE OF LAND, BLDGS. &amp; EQUIPT. (LINES 64-70)</b>					<b>159,353.66</b>	JUNE					
<b>TOTAL ASSETS (LINES 53 + 62 + 71)</b>					<b>2,571,753.39</b>	JULY					
						AUGUST					
						SEPTEMBER					
						OCTOBER					
						NOVEMBER					
						DECEMBER					
						<b>TOTAL</b>	500		147		
						ESTIMATED INCOME TAX			298		
						<b>NET EARNINGS (LINES 68 MINUS 69)</b>			299	120,332.51	
						<b>TOTAL NET WORTH (LINES 48-70)</b>				<b>895,690.4</b>	
						<b>TOTAL LIABILITIES AND NET WORTH (LINES 43 + 44 + 71)</b>				<b>2,571,753.39</b>	

SIGNATURE C. Blacere DATE 7-7-89

STATEMENT OF INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	MONTH	% DEPT. G. P.	YEAR-TO-DATE	% DEPT. G. P.					
1	NEW VEHICLE GROSS PROFIT (PAGE 3 - LINE 52)				50730895						
2	SALESPERSONS' COMMISSIONS & INCENTIVES - NEW	301	G 17		19 47167						
3	SALES MANAGERS' COMMISSIONS & INCENTIVES - NEW	302	G 18		3 59500						
4	NEW VEHICLE INVENTORY MAINTENANCE	303	G 19		58 87218						
5	POLICY SERVICE - NEW	304	G 20		36 4281						
6	TOTAL NEW VEHICLE VARIABLE SALES EXPENSE (LINE 2 THRU 5)	TOTAL			85 58666						
7	NEW VEHICLE VARIABLE GROSS (LINE 1 MINUS LINE 6)				421 78229						
8	SALESPERSONS' SALARIES - NEW	306	G 21		807462						
9	SALES MANAGERS' SALARIES - NEW	307	G 22		26 92915						
10	OTHER SALARIES - NEW	308	H 1								
11	ADVERTISING - NEW	309	H 2		58 36788						
12	SALES PERSONNEL TRAINING	310	H 3		91534						
13	DEMONSTRATION EXPENSE - NEW	312	H 4		4 36432						
14	INTEREST ON FLOOR PLAN - NEW	315	H 5		1638152						
15	TOTAL SEMI-FIXED SALES EXPENSE - NEW (LINES 8 THRU 14)	TOTAL			162 36283						
16	NEW VEHICLE NET (LINE 7 MINUS LINE 15)				259 35946						
17	USED VEHICLE GROSS PROFIT (PAGE 3 - LINE 67)				114 57866						
18	SALESPERSONS' COMMISSIONS & INCENTIVES - USED	321	H 6		11 31000						
19	SALES MANAGERS' COMMISSIONS & INCENTIVES - USED	322	H 7		280500						
20	USED VEHICLE INVENTORY MAINTENANCE	323	H 8		37766						
21	POLICY & WARRANTY SERVICE - USED	324	H 9		16 46646						
22	TOTAL USED VEHICLE VARIABLE SALES EXPENSE (LINES 18 THRU 21)	TOTAL			30 35912						
23	USED VEHICLE VARIABLE GROSS (LINE 17 MINUS LINE 22)				84 15954						
24	SALESPERSONS' SALARIES - USED	326	H 10		6 70546						
25	SALES MANAGERS' SALARIES - USED	327	H 11		21 54585						
26	OTHER SALARIES - USED	328	H 12								
27	ADVERTISING - USED	329	H 13		26 36116						
28	DEMONSTRATION EXPENSE - USED	332	H 14		4 25324						
29	INTEREST ON FLOOR PLAN - USED	335	H 15								
30	TOTAL SEMI-FIXED SALES EXPENSE - USED (LINES 24 THRU 29)	TOTAL			58 76571						
31	USED VEHICLE NET (LINE 23 MINUS LINE 30)				25 89383						
32	MECHANICAL										
33	MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR TO DATE DOLLARS ONLY	% DEPT. G. P.	ACCOUNT NO.	ACCOUNT NAME	ACCOUNT NUMBER	MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR TO DATE DOLLARS ONLY	% DEPT. G. P.
34			25 57323		(P. 4 L. 19)	GROSS PROFIT	(P. 4 L. 11)			17457602	
35			12 35189		340B	SALARIES	340A			49 19501	
36					341B	VACATION & TIME OFF	341A			5 29223	
37			906 48		342B	TRAINING & ADVERTISING	342A			7 47717	
38			20 56487		343B	SUPPLIES, TOOLS & LAUNDRY	344A			11 2736	
39			43665		345B	SERVICE VEHICLE EXPENSE	345A			80188	
40			570240		346B	POLICY ADJUSTMENTS	346A			17 57704	
41			460 96		348B	DEPRECIATION, MAINT. REPAIR & RENTAL EQUIP.	348A			8649 58	
42			10 78328		349B		349A			100 120 25	
43			55 14995			SALES EXPENSE (LINES 35 THRU 41)				74 45507	
44	PARTS DEPT. GROSS PROFIT (PAGE 4 - LINE 34)					DEPT. NET (LINE 34 MINUS LINE 42)				223 23725	
45	SALARIES, WAGES & INCENTIVES - PARTS				350					43 97148	
46	PERSONNEL TRAINING & ADVERTISING				352					98963	
47	SUPPLIES, TOOLS & LAUNDRY				353					11 3728	
48	FREIGHT				354					10 7445	
49	POLICY ADJUSTMENTS - PARTS				355					1500	
50	PARTS VEHICLE EXPENSE				356					11 86497	
51	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT				357					6 437	
52	TOTAL PARTS DEPT. SALES EXPENSE (LINES 45 THRU 51)				358					49 11718	
53	PARTS NET (LINE 44 MINUS LINE 52)				359					174 62057	
54	FIXED EXPENSE								% TOTAL G. P.		% TOTAL G. P.
55	SALARIES & WAGES - ADMINISTRATIVE & GENERAL				362					49 18412	
56	EMPLOYEE BENEFITS				363					250151	
57	PAYROLL TAXES				365					58 30239	
58	ADVERTISING GENERAL & INSTITUTIONAL				367						
59	STATIONERY, OFFICE SUPPLIES & POSTAGE				368					8 52823	
60	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES				370					14 78089	
61	COMPANY CAR EXPENSE				371						
62	DUES, SUBSCRIPTIONS & CONTRIBUTIONS				372						
63	DATA PROCESSING SERVICES				373					4 53211	
64	TRAVEL & ENTERTAINMENT				374					19 24765	
65	BAD DEBTS				377					42833	
66	MISCELLANEOUS				378					3 30241	
67	RENT & EQUIVALENT				380					12 378	
68	MAINTENANCE & REPAIRS - REAL ESTATE				381 THRU 386					13 48760	
69	INTEREST (OTHER THAN FLOOR PLAN & MORTGAGE)				387					603108	
70	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL & REAL ESTATE)				388					122 33843	
71	DEPRECIATION, MAINTENANCE & RENTAL - FURNITURE, SIGNS & EQUIPMENT				389					10 42633	
72	HEAT, LIGHT, POWER & WATER				390					13 57058	
73	TELEPHONE				395					12 57289	
74	TOTAL FIXED EXPENSE (LINES 55 THRU 73)				396					362 42583	
75	SALARIES - OWNERS & OFFICERS				399					150 34213	
76	TOTAL EXPENSES (LINES 6, 15, 22, 30, 42B, 42M, 52, 74 & 75)				TOTAL					103921999	
77	OPERATING PROFIT (LINES 18, 31, 43B, 43M, 53 MINUS LINES 74 & 75)									76 49462	
78	OTHER INCOME AND (DEDUCTIONS) - NET (PAGE 4 - LINE 46)									43 73789	
79	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINE 77 PLUS OR MINUS LINE 78)									120 23251	

LINE NO.	MONTH DOLLARS ONLY				PER UNIT	ACCOUNT		YEAR - TO - DATE DOLLARS ONLY			
	SALES	GROSS PROFIT	UNITS			NAME	NO.	SALES	GROSS PROFIT	UNITS	PER UNIT
1						COLT	RETAIL	401	12738162	1000081	
2						HORIZON/OMNI	(L) RETAIL	402	30991426	2350929	
3						CONQUEST	RETAIL	403			
4						DAYTONA	(B) RETAIL	404	45296693	3937610	
5							RETAIL				
6						VISTA	RETAIL	406			
7						SUNDANCE/SHADOW	(P) RETAIL	407	4552382	3425734	
8						RELIANT/ARIES	(K) RETAIL	408	62082767	5745280	
9						EAGLE WAGON	RETAIL	409			
10						MEDALLION	RETAIL	410			
11						CARAVELLE/DODGE 600	(E) RETAIL	411	4572674	425224	
12						LeBARON	(KCV) RETAIL	412			
13						LeBARON GTS/LANCER	(H) RETAIL	413	15270388	1252198	
14						ACCLAIM/SPIRIT	(A) RETAIL	414			
15						PREMIER	RETAIL	415			
16						LeBARON	(J) RETAIL	416			
17						GRAN FURY/DIPLOMAT	(M) RETAIL	417	7021937	498536	
18							RETAIL				
19						NY TURBO	(E) RETAIL	419			
20						5TH AVENUE	(M) RETAIL	420			
21						NEW YORKER/DYNASTY	(C) RETAIL	421	71644255	5336080	
22						NY 5TH AVENUE	(Y) RETAIL	422			
23							RETAIL				
24							RETAIL				
25							RETAIL				
26						OTHER NEW CARS	RETAIL	426			
27						TOTAL CARS RETAIL			29525098	24020578	
28						VOYAGER/CARAVAN	RETAIL	427	12870182	12122895	
29						RAM WAGON	RETAIL	428	12694105	939603	
30						MINI RAM VAN (FWD)	RETAIL	429	2185000	201026	
31						RAM VAN (RWD)	RETAIL	430	11892895	1086357	
32						RAIDER	RETAIL	431	2710000	141062	
33						WRANGLER	RETAIL	432			
34						CHEROKEE/WAGONEER	RETAIL	433			
35						RAM CHARGER/GR. WAGON	RETAIL	434	8042703	417193	
36						RAM 50	RETAIL	435	5609838	282261	
37							RETAIL				
38						DAKOTA/COMANCHE	RETAIL	438	49517302	3548254	
39						RAM PICK UP	RETAIL	437	38913744	2608382	
40							RETAIL				
41						RECREATIONAL VEHICLES	RETAIL	440			
42						OTHER NEW TRUCKS	RETAIL	441			
43						TOTAL TRUCKS RETAIL			249218769	21342539	
44						CARS	FLEET	445	16169540	1320862	
45						TRUCKS	FLEET	448	24924245	1331992	
46						TOTAL FLEET			41093785	2652854	
47						TOTAL NEW CAR & TRUCK			586313530	480259165	
48						NON-AUTOMOTIVE & OTHER - NEW	450				
49						REPOSSESSED VEHICLE LOSSES	455E				
50						FINANCE & INSURANCE - AUTO	457F				
51						SERVICE CONTRACTS - NEW	458		2360652	1718778	
52						TOTAL NEW VEHICLE DEPT.			588674088	50730895	
53											
54											
55						USED CARS	RETAIL	470	53264007	9085461	
56						USED TRUCKS	RETAIL	471	24869217	3951839	
57						TOTAL USED VEHICLE - RETAIL			78133224	13060300	
58						RECON. COST USED VEHICLES	RETAIL	470D			
59						MEMO ONLY	471D				
60						USED CARS WHOLESALE		473	11340000	(510910)	
61						USED TRUCKS WHOLESALE		474	4075000	513044	
62						USED VEHICLE INVENTORY WRITEDOWN		476G			
63						CUSTOMER REPOSSESSION REFUND		478E		3199414	
64						NON-AUTO & OTHER - USED		479			
65						REPOSSESSED VEHICLE LOSSES		480E			
66						FINANCE & INSURANCE - AUTO		481F		571976	
67						SERVICE CONTRACTS - USED		482	770000	250000	
68						TOTAL USED VEHICLE DEPT.			94918244	11351866	
69						MEMO RETAIL LEASING					
70						RETAIL LEASING CARS					
71						RETAIL LEASING TRUCKS					
72											
73						USED VEHICLE INVENTORY ANALYSIS					
74						TOTAL INVENTORY CARS		DAYS IN INVENTORY		TOTAL INVENTORY TRUCKS	DAYS IN INVENTORY
75	UNITS							1-20	21-30	OVER 30	
76	DOLLARS										

DEPARTMENTAL GROSS PROFIT ANALYSIS									
LINE NO.	SALES	MONTH DOLLARS ONLY		R.O. NO'S	G.P. % SALES	ACCOUNT NAME	NO.	YEAR - TO - DATE DOLLARS ONLY	
		SALES	GROSS PROFIT					SALES	GROSS PROFIT
1	SE					CUSTOMER LABOR - MECHANICAL	550	23425162	13481388
2	ER					SERVICE CONTRACTS LABOR - MECHANICAL	551	450300	285310
3	VI					WARRANTY LABOR - MECHANICAL	552	4374800	2190130
4	CE					ROAD READY LABOR	553		
5						LABOR - INTERNAL - MECHANICAL	554	5411941	5808
6						CUSTOMER LABOR - NON-AUTO	555		
7						SUBLET WORK - MECHANICAL	556	8067932	795832
8						SUBLET WORK - WARRANTY - MECH.	557	464779	81807
9						GAS, OIL - LUBRICANTS	558	1666792	411277
10						UNAPPLIED/VARIANCE LABOR MECH.	559D		
11						TOTAL MECHANICAL DEPT.		13865017	17457602
12						CUSTOMER LABOR - BODY & PAINT	560	15676069	8680291
13						WARRANTY LABOR - BODY & PAINT	562	1581658	752430
14						LABOR INTERNAL - BODY & PAINT	563	404303	
15						SUBLET WORK - BODY & PAINT	564	316759	78069
16						SUBLET WORK - WARRANTY - B & P	565	19817	11050
17						BODY & PAINT SHOP MATERIALS	566	1739301	644596
18						UNAPPLIED/VARIANCE LABOR B & P	567D		
19						TOTAL BODY & PAINT DEPT.		19737210	9559322
20						P & A - CUST. R.O. MECHANICAL	570	15643247	6860394
21						P & A - SERVICE CONTRACTS - MECHANICAL	571	935602	233275
22						P & A - WARRANTY-MECHANICAL	572	14325183	3398142
23						P & A - COUNTER RETAIL	573	2137218	854885
24						P & A - COUNTER WHOLESALE	574	1626258	3071835
25						P & A - INTERNAL - MECHANICAL	575	3372595	
26						P & A - REPAIR ORDERS - BODY & PAINT	580	12522425	4789889
27						P & A - WARRANTY-BODY & PAINT	582	786380	168825
28						P & A - INTERNAL-BODY & PAINT	583		
29						PURCHASE DISCOUNTS - P & A	585E		1987854
30						WHOLESALE COMPENSATION	586F		859165
31						P & A - INVENTORY ADJUSTMENTS	587G		
32						TIRES AND TUBES	590	1208875	262571
33						NON-AUTO & MISCELLANEOUS	595		
34						TOTAL P & A DEPARTMENT		70140242	3237375
35						TOTAL ALL DEPARTMENTS		81673481	111571461
36						P-3, L-52 + 67 + P-4, L-11 + 19 + 34			

OTHER INCOME AND OTHER DEDUCTIONS *									
ACCOUNT	ACCT. NO.	MONTH DOLLARS ONLY	YEAR-TO-DATE DOLLARS ONLY	ACCOUNT	ACCT. NO.	MONTH DOLLARS ONLY	YEAR-TO-DATE DOLLARS ONLY		
OTHER INCOME				OTHER DEDUCTIONS					
CASH DISCOUNTS EARNED	601		316599	CASH DISCOUNTS ALLOWED	701		723564		
INTEREST EARNED	603		1377298	BONUSES	704		7651628		
GAIN ON DISPOSAL OF CAP. ASSETS	608			LOSS ON DISPOSAL OF CAP. ASSETS	708				
MISCELLANEOUS INCOME	609		5008344	MISCELLANEOUS DEDUCTIONS	709		145255		
VEHICLE LEASE & RENTAL INCOME	615		5467629	VEHICLE LEASE & RENTAL EXPENSE	715		2271634		
TOTAL OTHER INCOME			10165470	TOTAL OTHER DEDUCTIONS			15782081		

RECEIVABLE ANALYSIS									
		TOTAL RECEIVABLE	AGE ANALYSIS						ALLOW. FOR DOUBTFUL
			1-30	31-60	61-90	91-120	121 & OVER		
50	SERVICE & PARTS ACCTS (P-1, L-8)	V 6		W 2	W 7	W 14	W 21		
51	VEHICLE ACCOUNTS (P-1, L-8)	V 8		W 1	W 8	W 15	W 22		
52	CUSTOMER NOTES (P-1, L-10)	V 10		W 2	W 9	W 16	W 23		
53	OTHER RECEIVABLES (P-1, L-11)	V 11		W 3	W 10	W 17	W 24		
54	WAR'NTY SERVICE A/C 118A (P-1, L-12)	V 12		W 4	W 11	W 18	W 25		
55	WARRANTY SUSPENSE (MEMO)	V 13		W 5	W 12	W 19	W 26		
56	OFFICERS & EMP. ACCTS. (P-1, L-55)	V 14		W 6	W 13	W 20	W 27		

PERSONNEL SUMMARY									
VEHICLE SALES					MECH. SERV.	B & P SERV.	PARTS	ADM.	TOTAL
NEW	USED	F & I	F/L						
60	EXEC - OWNER								
61	MANAGE - MENT								
62	SALES - PERSONS	X 6	X 8						
63	CLERICAL							X 10	
64	OTHER								
65	RETAIL MECHANICS				X 12	X 13			
66	INTERNAL MECHANICS				X 13	X 10			
67	TOTAL PERSONNEL	X 7	X 9	X 10	X 11	X 14	X 17	X 20	X 21
68	RETAIL								
69	INTERNAL								
TOTAL PAYROLL CURRENT MONTH									
LABOR RATE									
					RETAIL				
					WARRANTY				
					INTERNAL				

INVENTORY ANALYSIS			
VEHICLE LINES	UNITS	VEHICLE LINES	UNITS
COLT	Y 4	NEW YORKER / DYNASTY (C)	Z 5
HORIZON / OMNI (L)	Y 5	NY 5TH AVE. (Y)	Z 6
CONQUEST	Y 6		Z 7
DAYTONA (G)	Y 7		Z 8
	Y 8	VOYAGER / CARAVAN	Z 9
VISTA	Y 9	RAM WAGON	Z 10
SUNDANCE / SHADOW (P)	Y 10	MINI RAM VAN (FWD)	Z 11
RELIANT / ARIES (K)	Y 11	RAM VAN (RWD)	Z 12
EAGLE WAGON	Y 12	RAIDER	Z 13
MEDALLION	Y 13	WRANGLER	Z 14
CARAVELLE / DODGE 600 (E)	Y 14	CHEROKEE / WAGONEER	Z 15
LEBARON (KCV)	Y 15	RAM CHARGER / GR. WAGON	Z 16
LEBARON GTS / LANCER (H)	Y 16	RAM 50	Z 17
ACCLAIM / SPIRIT (A)	Y 17		
PREMIER	Y 18	DAKOTA / COMANCHE	Z 18
LEBARON (J)	Y 19	RAM PICK UP	Z 19
GRAN FURY / DIPLOMAT (M)	Y 20		
	Y 21	RECREATIONAL VEH.	Z 20
NY TURBO (E)	Y 22	OTHER NEW - CARS	Z 21
5TH AVENUE (M)	Z 23	OTHER NEW - TRUCKS	Z 22



## 1989 DEALER FINANCIAL STATEMENT

PAGE 1

DEALER VAN'S MOTORS INC.CITY SYRACUSE STATE NYFOR PERIOD OF 1-1-89 TO 12-31-89DIVISION NAME DOUG ZONE NAME SYRACUSE

GROUP NUMBER

DEALER CODE 54899

## BALANCE SHEET

ASSETS				ACCT. NO.	AMOUNT DOLLARS ONLY	LINE NO.	LIABILITIES AND NET WORTH				ACCT. NO.	AMOUNT DOLLARS ONLY			
<b>CURRENT ASSETS:</b>						1	<b>CURRENT LIABILITIES:</b>								
CASH ON HAND				101	B	24627	2	ACCOUNTS PAYABLE						201	65900
CASH IN BANK				102	B	7336	3	CUSTOMER REFUNDS-PAYABLE						202	
CASH ON DEPOSIT				103	B	153097	4	NOTES PAYABLE						203	
CONTRACTS IN TRANSIT				104	B	97100	5	DIVIDENDS PAYABLE						205	
<b>TOTAL CASH AND EQUIVALENT (LINES 2-5)</b>				106	B	222160	6	VEHICLE PROTECTION/EXTENDED WARRANTY						207	
<b>RECEIVABLES:</b>						7	CREDIT BALANCES-SERVICE PARTS, VEHICLES & OTHER RECEIVABLES						110-111	21983	
SERVICE & PARTS ACCOUNTS	PAST DUE	A	19825	110	B	85658	8	WSC ADVANCE PAYMENT						116A-1	10015
VEHICLE ACCOUNTS		A		111	B	27037	9	<b>TOTAL ACCOUNTS &amp; NOTES PAYABLE (LINES 2-8)</b>							92825
CUSTOMER NOTES		A		112	B		10	<b>ACCRUED EXPENSES:</b>							
OTHER RECEIVABLES		A		114	B		11	PAYROLL AND EQUIVALENT						210	7022
WARRANTY/ROAD READY		A	6790	116A	C	30405	12	INTEREST						212	
HOLDBACK		A		116B	C	21959	13	INSURANCE						213	
SPECIAL VEHICLE INCOME		A		116C	C		14	TAXES-PAYROLL						214	177
FLOOR PLAN ALLOWANCE		A		116D	C	747	15	TAXES-OTHER THAN PAYROLL & INCOME						215	28708
WHOLESALE COMPENSATION - PARTS		A		116E	C		16	INCOME TAXES						216	
INVENTORY REBATES		A		116F	C	9173	17	OTHER ACCRUED EXPENSES						217	11610
OTHER		A		116G	C	22990	18	<b>TOTAL ACCRUED EXPENSES (LINES 11-17)</b>							47522
<b>TOTAL FACTORY RECEIVABLES (LINES 12 THRU 19)</b>					C	85274	19	<b>FLOOR PLAN LIABILITY:</b>							
ALLOWANCE FOR DOUBTFUL ACCOUNTS				118	C		20	NEW CARS AND TRUCKS						220	1463394
<b>NET RECEIVABLES (LINES 8 THRU 11 + 20 - 21)</b>					C	197967	21	DEMONSTRATORS						226	
DUE FROM FINANCE & INSURANCE CO.'S - CURRENT				119	C	1679	22	USED CARS AND TRUCKS						227	
<b>TOTAL RECEIVABLES (LINES 22 &amp; 23)</b>					C	199648	23	OTHER INVENTORIES						230	
<b>INVENTORIES:</b>						24	<b>TOTAL FLOOR PLAN LIABILITY (LINES 20-23)</b>							1463394	
							25	<b>TOTAL CURRENT LIABILITIES (LINES 9 + 18 + 24)</b>							1608814
							26	<b>WORKING CAPITAL</b>							
CARS: CHRY-PLY	UNITS	OVER 60 DAYS					27								
DODGE, EAGLE	A	47	A	36	120	577027	28	GUIDE-\$							
IMPORT - CARS	A	7	A	5	123	68981	29	ACTUAL-\$							
TRUCKS: DODGE, JEEP, (INCL. IMPORTS)	A	49	A	26	124	714816	30	(ASSET LINE 53 MINUS LIAB. LINES 25 AND 42 AMT. DUE WITHIN 1 YEAR)							
RECREATIONAL VEHICLES	A		A		125		31	<b>OTHER LIABILITIES:</b>							
OTHER NEW CARS & TRKS.	A		A		126		32	SECURITY DEPOSITS: LEASE VEHICLES						240	
<b>TOTAL NEW VEH. (LINES 28 THRU 33)</b>	A	103	A	67	127	1354224	33	RESERVE FOR REPOSSESSION LOSSES						250	
DEMOS	A	1	A		128	8997	34	DRIVER EDUCATION CARS						255	
USED CARS	A	46	A	41	129	158526	35	LEASE/RENTAL VEHICLES						256	61527
USED TRUCKS	A	31	A	23	130	136588	36	COMPANY CARS & SERVICE VEHICLES						258	
<b>TOTAL USED VEHICLES (LINES 36 &amp; 37)</b>						295156	37	<b>TOTAL OTHER LIABILITIES (LINES 31-35)</b>							61527
PARTS & ACCESSORIES					131	203497	38	<b>LONG TERM DEBT:</b>							
PARTS & ACCESSORIES (OTHER MFG)					132		39	NOTES PAYABLE- CAPITAL LOANS						260	
LESS: INVENTORY ADJUSTMENT - PARTS & ACCESS.					133		40	SUBORDINATED NOTES						262	
TIRES AND TUBES					134	1740	41	MORTGAGES PAYABLE						263	
OTHER AUTOMOTIVE INVENTORIES					135	918	42	OTHER NOTES & CONTRACTS						265	
LABOR IN PROCESS					136	10022	43	<b>TOTAL LONG TERM DEBT (LINES 38-41)</b>							
OTHER SERVICE & PARTS INVENTORIES							44	<b>TOTAL LIABILITIES (LINES 25 + 36 + 42)</b>							1670641
<b>TOTAL P&amp;A &amp; MISC. INVT'Y. (LINES 39 THRU 46)</b>						216177	45	<b>NET WORTH:</b>							
NON-AUTOMOTIVE INVENTORIES					137		46	CAPITAL STOCK: PREFERRED						270	59000
<b>TOTAL INVENTORIES (+ LINES 34 + 35 + 36 + 47 + 48 + 49)</b>						1874554	47	COMMON						271	
MARKETABLE SECURITIES					140		48	RETAINED EARNINGS						275	836696
PREPAID EXPENSES					145	44819	49	DIVIDENDS						277	
<b>TOTAL CURRENT ASSETS (LINES 6 + 24 + 50 + 51 + 52)</b>						2340581	50	INVESTMENTS (PROPRIETOR OR PARTNERS)						280	
<b>OTHER ASSETS:</b>						51	WITHDRAWALS						285		
OFFICERS & EMPLOYEES ACCOUNTS					151		52	ADJUSTMENTS						290	
DUE FROM FINANCE & INSURANCE COMPANIES DEFERRED					152	1500	53	<b>NEW UNITS PLACED IN SERVICE DURING CURRENT MONTH</b>							
DEPOSITS ON CONTRACTS					153		54	LEASING OWNED & RENTALS							
CASH VALUE OF LIFE INSURANCE					154		55	UNIT SALES FROM PAGE 3 +							
DRIVER EDUCATION CARS	UNITS	B	1	155	D	13488	56	NEW							
LEASE/RENTAL VEHICLES	UNITS	B	8	156	D	69350	57	CHRYSLER							
OTHER ASSETS & INVESTMENTS				157	D	925	58	OTHER							
<b>TOTAL OTHER ASSETS (LINES 55 THRU 61)</b>						85313	59	LINE 42 - 25 & 42							
<b>LAND, BLDGS. &amp; EQUIPT. (AUTO BUSINESS ONLY)</b>							60	LINE 26 + 42							
LAND					160		61	USED							
BLDG. & BLDG. EQUIPT.					161	124411	62	LINE 57							
SERVICE EQUIPMENT					162	38036	63	AMOUNT							
PARTS & ACCESS. EQUIPT.					163		64	JANUARY							
MO. CARS/SERV. VEHICLES					164		65	FEBRUARY							
FURN., SIGNS & EQUIPT.					165	8980	66	MARCH							
LEASEHOLDS					166		67	APRIL							
<b>NET VALUE OF LAND, BLDGS. &amp; EQUIPT. (LINES 64-70)</b>						171487	68	MAY							
<b>TOTAL ASSETS (LINES 53 + 62 + 71)</b>						2597321	69	JUNE							
							70	JULY							
							71	AUGUST							
							72	SEPTEMBER							
								OCTOBER							
								NOVEMBER							
								DECEMBER							
								<b>TOTAL</b>							30985
								ESTIMATED INCOME TAX						296	
								<b>NET EARNINGS (LINES 68 MINUS 69)</b>						299	30285
								<b>TOTAL NET WORTH (LINES 46-70)</b>							
								<b>TOTAL LIABILITIES AND NET WORTH (LINES 43 + 44 + 71)</b>							2597321

## STATEMENT OF INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR-TO-DATE DOLLARS ONLY	% DEPT. G. P.
1	NEW VEHICLE GROSS PROFIT (PAGE 3 - LINE 52)				399,381	
2	SALESPERSONS' COMMISSIONS & INCENTIVES - NEW	301			27,438	
3	SALES MANAGERS' COMMISSIONS & INCENTIVES - NEW	302			4,025	
4	NEW VEHICLE INVENTORY MAINTENANCE	303			(243)	
5	POLICY SERVICE - NEW	304			3,957	
6	TOTAL NEW VEHICLE VARIABLE SALES EXPENSE (LINE 2 THRU 5)	TOTAL			35,227	
7	NEW VEHICLE VARIABLE GROSS (LINE 1 MINUS LINE 6)				364,154	
8	SALESPERSONS' SALARIES - NEW	306			7,973	
9	SALES MANAGERS' SALARIES - NEW	307			32,994	
10	OTHER SALARIES - NEW	308				
11	ADVERTISING - NEW	309			41,009	
12	SALES PERSONNEL TRAINING	310			3,070	
13	DEMONSTRATION EXPENSE - NEW	312			2,417	
14	INTEREST ON FLOOR PLAN - NEW	315			8,995	
15	TOTAL SEMI-FIXED SALES EXPENSE - NEW (LINES 8 THRU 14)	TOTAL			177,418	
16	NEW VEHICLE NET (LINE 7 MINUS LINE 15)				186,736	
17	USED VEHICLE GROSS PROFIT (PAGE 3 - LINE 57)				154,133	
18	SALESPERSONS' COMMISSIONS & INCENTIVES - USED	321			19,495	
19	SALES MANAGERS' COMMISSIONS & INCENTIVES - USED	322			(30)	
20	USED VEHICLE INVENTORY MAINTENANCE	323			3,065	
21	POLICY & WARRANTY SERVICE - USED	324			21,576	
22	TOTAL USED VEHICLE VARIABLE SALES EXPENSE (LINES 18 THRU 21)	TOTAL			44,406	
23	USED VEHICLE VARIABLE GROSS (LINE 17 MINUS LINE 22)				109,727	
24	SALESPERSONS' SALARIES - USED	326			4,790	
25	SALES MANAGERS' SALARIES - USED	327			11,258	
26	OTHER SALARIES - USED	328			15	
27	ADVERTISING - USED	329			24,089	
28	DEMONSTRATION EXPENSE - USED	332			2,185	
29	INTEREST ON FLOOR PLAN - USED	335				
30	TOTAL SEMI-FIXED SALES EXPENSE - USED (LINES 24 THRU 29)	TOTAL			42,840	
31	USED VEHICLE NET (LINE 23 MINUS LINE 30)				67,887	
32	BODY AND PAINT		MECHANICAL			
33	MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR TO DATE DOLLARS ONLY	% DEPT. G. P.	MONTH DOLLARS ONLY	% DEPT. G. P.
34			88,532			
35			1,429			
36			3,946			
37			87			
38			20,183			
39						
40			6,584			
41			597			
42			45,695			
43			42,887			
44	PARTS DEPT. GROSS PROFIT (PAGE 4 - LINE 34)				235,815	
45	SALARIES, WAGES & INCENTIVES - PARTS	350			53,755	
46	PERSONNEL TRAINING & ADVERTISING	352			206	
47	SUPPLIES, TOOLS & LAUNDRY	353			1,614	
48	FREIGHT	354			1,575	
49	POLICY ADJUSTMENTS - PARTS	355			25	
50	PARTS VEHICLE EXPENSE	356			1,869	
51	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT	357			457	
52	TOTAL PARTS DEPT. SALES EXPENSE (LINES 45 THRU 51)	TOTAL			59,507	
53	PARTS NET (LINE 44 MINUS LINE 52)				176,308	
54	FIXED EXPENSE					
55	SALARIES & WAGES - ADMINISTRATIVE & GENERAL	362			62,084	
56	EMPLOYEE BENEFITS	363			38,517	
57	PAYROLL TAXES	365			61,847	
58	ADVERTISING GENERAL & INSTITUTIONAL	367				
59	STATIONERY, OFFICE SUPPLIES & POSTAGE	368			9,076	
60	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES	370			12,498	
61	COMPANY CAR EXPENSE	371			40	
62	DUES, SUBSCRIPTIONS & CONTRIBUTIONS	372			5,859	
63	DATA PROCESSING SERVICES	373			23,782	
64	TRAVEL & ENTERTAINMENT	374			707	
65	BAD DEBTS	377			2,186	
66	MISCELLANEOUS	378				
67	RENT & EQUIVALENT	380			16,120	
68	MAINTENANCE & REPAIRS - REAL ESTATE	381 THRU 386			19,769	
69	INTEREST (OTHER THAN FLOOR PLAN & MORTGAGE)	387				
70	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL & REAL ESTATE)	388			8,535	
71	DEPRECIATION, MAINTENANCE & RENTAL - FURNITURE, SIGNS & EQUIPMENT	389			14,432	
72	HEAT, LIGHT, POWER & WATER	390			12,131	
73	TELEPHONE	391 THRU 393			12,451	
74	TOTAL FIXED EXPENSE (LINES 55 THRU 73)	TOTAL			365,796	
75	SALARIES - OWNERS & OFFICERS	399			157,516	
76	TOTAL EXPENSES (LINES 6, 15, 22, 30, 42B, 42M, 52, 74 & 75)	TOTAL			1,056,078	
77	OPERATING PROFIT (LINES 16, 31, 43B, 43M, 53 MINUS LINES 74 & 75)				21,482	
78	OTHER INCOME AND (DEDUCTIONS) - NET (PAGE 4 - LINE 46)				9,503	
79	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINE 77 PLUS OR MINUS LINE 78)				30,985	

## PROFIT ANALYSIS

LINE NO.	MONTH DOLLARS ONLY				PER UNIT	ACCOUNT		YEAR - TO - DATE DOLLARS ONLY				PER UNIT
	SALES	GROSS PROFIT	UNITS			NAME	NO.	SALES	GROSS PROFIT	UNITS		
1						COLT	RETAIL 401	161082	9969	17	586	
2						HORIZON/OMNI	RETAIL 402	240492	15305	29	528	
3						SUMMIT	RETAIL 403					
4						LASER	RETAIL 404					
5						TALON	RETAIL 405					
6						CONQUEST	RETAIL 406					
7						DAYTONA	RETAIL 407	425293	28571	37	772	
8	13006	860	1	860		VISTA	RETAIL 408	26006	1880	2	940	
9	21675	1198	2	599		SUNDANCE/SHADOW	RETAIL 409	627017	38399	61	629	
10	9100	376	1	376		RELIANT/ARIES	RETAIL 410	116666	8365	13	643	
11						MEDALLION	RETAIL 411					
12							RETAIL					
13						LeBARON/LANCER	RETAIL 413	59415	2510	5	502	
14	48478	2078	4	520		ACCLAIM/SPIRIT	RETAIL 414	502948	31701	42	755	
15						PREMIER	RETAIL 415					
16						LeBARON COUPE/CONV.	RETAIL 416					
17							RETAIL					
18						GRAN FURY/DIPLOMAT	RETAIL 418	14912	617	1	617	
19						5TH AVENUE (M)	RETAIL 419					
20		-20				NEW YORKER/DYNASTY (C)	RETAIL 420	691225	43560	48	908	
21						NY 5TH AVENUE (Y)	RETAIL 421					
22						IMPERIAL	RETAIL 422					
23						TC BY MASERATI	RETAIL 423					
24							RETAIL					
25							RETAIL					
26						OTHER NEW CARS	RETAIL 426					
27	92259	4492	8	562		TOTAL CARS RETAIL		2865056	180877	255	709	
28	94249	-9284	7	-1326		VOYAGER/CARAVAN	RETAIL 427	1527793	82906	101	821	
29						RAM WAGON	RETAIL 428	117877	7741	8	968	
30						CARAVAN C/V (FWD)	RETAIL 429	41768	2426	1	2426	
31	14525	1486	1	1486		RAM VAN (RWD)	RETAIL 430	193574	13286	14	949	
32						RAIDER	RETAIL 431	28167	1855	2	928	
33						WRANGLER	RETAIL 432					
34						CHEROKEE/WAGONEER	RETAIL 433					
35						RAM CHARGER/GR. WAGON	RETAIL 434	160061	8544	9	949	
36	7894	102	1	102		RAM 50	RETAIL 435	33028	1052	4	263	
37							RETAIL					
38	31715	2071	2	1036		DAKOTA/COMANCHE	RETAIL 436	425369	28414	35	812	
39	79822	3182	5	636		RAM PICK UP	RETAIL 437	490559	27666	33	838	
40							RETAIL					
41						RECREATIONAL VEHICLES	RETAIL 440					
42						OTHER NEW TRUCKS	RETAIL 441					
43	228205	-2434	16	-152		TOTAL TRUCKS RETAIL		3018196	173890	207	840	
44		30				CARS	FLEET 445	23256	1365	3	455	
45						TRUCKS	FLEET 446	78946	10074	5	2015	
46		30				TOTAL FLEET		102202	11439	8	1430	
47	320464	2088	24	87		TOTAL NEW CAR & TRUCK		5985454	366206	470	779	
48						NON-AUTOMOTIVE & OTHER - NEW	450					
49						REPOSSESSED VEHICLE LOSSES	455E					
50		7009	11	637		FINANCE & INSURANCE - AUTO	457F		26212	203	129	
51	1205	-7625	3	-2542		SERVICE CONTRACTS - NEW	458	28113	6963	71	98	
52	321669	1472				TOTAL NEW VEHICLE DEPT.		6013567	399381			

USED VEHICLE	56470	4169	7	596	USED CARS	RETAIL 470	733026	110165	135	816	
	34250	3343	3	1114	USED TRUCKS	RETAIL 471	327800	54643	45	1214	
	90720	7512	10	751	TOTAL USED VEHICLE - RETAIL		1060826	164808	180	916	
	MEMO ONLY	2009		201	RECON. COST USED VEHICLES	RETAIL 470D 471D	MEMO ONLY	29146		162	
	13150	350	3	117	USED CARS WHOLESALE	473	119520	3348	85	39	
					USED TRUCKS WHOLESALE	474	35750	-513	17	-30	
		7876			USED VEHICLE INVENTORY WRITEDOWN	476G 477G		16820			
					CUSTOMER REPOSSESSION REFUND	478E					
					NON-AUTO & OTHER - USED	479					
					REPOSSESSED VEHICLE LOSSES	480E					
	400	180	1	180	FINANCE & INSURANCE - AUTO	481F		1576	68	23	
	104270	166			SERVICE CONTRACTS - USED	482	6565	1734	18	96	
TOTAL USED VEHICLE DEPT.											
MEMO RETAIL LEASING											
					RETAIL LEASING CARS						
					RETAIL LEASING TRUCKS						

## USED VEHICLE INVENTORY ANALYSIS

	TOTAL INVENTORY CARS	DAYS IN INVENTORY			TOTAL INVENTORY TRUCKS	DAYS IN INVENTORY		
		1-20	21-30	OVER 30		1-20	21-30	OVER 30
UNITS	46	2	3	41	31	7	1	23
DOLLARS	158568	4575	12435	141558	136588	34761	3745	98082



MONTH DOLLARS ONLY	SALES		GROSS PROFIT		R.O. NO'S	G.P. % SALES	ACCOUNT NAME	NO.	YEAR - TO - DATE DOLLARS ONLY		R.O. NO'S	G.P. % SALES
S	22947	12134	443	52.9	443	52.9	CUSTOMER LABOR - MECHANICAL	550	254961	143135	5227	56.1
E	411	205	9	49.9	9	49.9	SERVICE CONTRACTS LABOR - MECHANICAL	551	5616	4368	77	77.8
R	6465	3218	167	49.8	167	49.8	WARRANTY LABOR - MECHANICAL	552	76987	38147	2288	49.5
V	4639		85	.0	85	.0	ROAD READY LABOR	553				.0
I	5300	298		.0		.0	LABOR - INTERNAL - MECHANICAL	554	37178		863	.0
C	175			5.6		5.6	CUSTOMER LABOR - NON-AUTO	555				.0
E	1876	713		.0		.0	SUBLET WORK - MECHANICAL	556	60246	5340		8.9
P				38.0		38.0	SUBLET WORK - WARRANTY - MECH.	557	3037	228		7.5
A	41813	16568	704	39.6	704	39.6	GAS, OIL - LUBRICANTS	558	22452	8481		37.8
R	15015	7813	33	52.0	33	52.0	UNAPPLIED/VARIANCE LABOR MECH.	559D				
T	1317	655	30	49.7	30	49.7	TOTAL MECHANICAL DEPT.		460477	199699	8455	43.4
S	2443		16	.0	16	.0	CUSTOMER LABOR - BODY & PAINT	560	157559	81810	386	51.9
	844	207		24.5		24.5	WARRANTY LABOR - BODY & PAINT	562	20976	10407	407	49.6
	1975	728		.0		.0	LABOR INTERNAL - BODY & PAINT	563	12618		137	.0
		13377		36.9		36.9	SUBLET WORK - BODY & PAINT	564	8078	2246		27.8
	21594	-3974	79	-18.4	79	-18.4	SUBLET WORK - WARRANTY - B & P	565	1841	165		9.0
	17645	6855		38.8		38.8	BODY & PAINT SHOP MATERIALS	566	20292	7281		35.9
	685	158		23.1		23.1	UNAPPLIED/VARIANCE LABOR B & P	567D		13377		
	16146	3698		22.9		22.9	TOTAL BODY & PAINT DEPT.		221364	88532	930	40.0
	2259	901	95	39.9	95	39.9	P & A - CUST. R.O. MECHANICAL	570	202863	78706		38.8
	16015	2566	269	16.0	269	16.0	P & A - SERVICE CONTRACTS - MECHANICAL	571	13616	3179		23.3
	3438			.0		.0	P & A - WARRANTY-MECHANICAL	572	170141	39031		22.9
	9128	3625		39.7		39.7	P & A - COUNTER RETAIL	573	28813	11497	1057	39.9
	750	173		23.1		23.1	P & A - COUNTER WHOLESALE	574	159171	30185	3175	19.0
		2279		.0		.0	P & A - INTERNAL - MECHANICAL	575	36204			.0
		1594		40.1		40.1	P & A - REPAIR ORDERS - BODY & PAINT	580	102128	38789		38.0
	384	154		.0		.0	P & A - WARRANTY-BODY & PAINT	582	11535	2656		23.0
	66450	38079		57.3		57.3	P & A - INTERNAL-BODY & PAINT	583				.0
	555796	52311					PURCHASE DISCOUNTS - P & A	585E		19915		
							WHOLESALE COMPENSATION	586F		9665		
							P & A - INVENTORY ADJUSTMENTS	587G		485		
							TIRES AND TUBES	590	6824	2677		39.2
							NON-AUTO & MISCELLANEOUS	595				.0
							TOTAL P & A DEPARTMENT		731295	235815		32.2
							TOTAL ALL DEPARTMENTS		8649364	1077560		
							P-3, L-52 + 67 + P-4, L-11 + 19 + 34					

OTHER INCOME AND OTHER DEDUCTIONS				OTHER INCOME AND OTHER DEDUCTIONS			
ACCOUNT	ACCT. NO.	MONTH DOLLARS ONLY	YEAR-TO-DATE DOLLARS ONLY	ACCOUNT	ACCT. NO.	MONTH DOLLARS ONLY	YEAR-TO-DATE DOLLARS ONLY
OTHER INCOME				OTHER DEDUCTIONS			
CASH DISCOUNTS EARNED	601	232	3225	CASH DISCOUNTS ALLOWED	701	2399	26362
INTEREST EARNED	603	13007	18276	BONUSES	704	23295	23295
GAIN ON DISPOSAL OF CAP. ASSETS	608			LOSS ON DISPOSAL OF CAP. ASSETS	708		
MISCELLANEOUS INCOME	609	-8781	53019	MISCELLANEOUS DEDUCTIONS	709	235	1585
VEHICLE LEASE & RENTAL INCOME	615	1125	14451	VEHICLE LEASE & RENTAL EXPENSE	715	6638	28226
TOTAL OTHER INCOME		5583	88971	TOTAL OTHER DEDUCTIONS		32567	79468

RECEIVABLE ANALYSIS						
TOTAL RECEIVABLE		AGE ANALYSIS				
		1-30	31-60	61-90	91-120	121 & OVER
SERVICE & PARTS ACCTS (P-1, L-8)	85658	65853	2346	3115	1802	12542
VEHICLE ACCOUNTS (P-1, L-9)	27037	27037				
CUSTOMER NOTES (P-1, L-10)						
OTHER RECEIVABLES (P-1, L-11)						
WARRANTY SERVICE A/C 116A (P-1, L-12)	30405	23615	2862		1166	2762
WARRANTY SUSPENSE (MEMO)						
OFFICERS & EMP. ACCTS. (P-1, L-55)						

PERSONNEL SUMMARY						
VEHICLE SALES				MECH. SERV.	B & P SERV.	TOTAL
NEW	USED	F & I	F/L			
1						4
1	1			1	1	6
2	2	1				5
				2		5
					1	2
				5	3	8
				2	2	4
4	2			10	6	32
				8	4	14
				2	2	4
TOTAL PAYROLL CURRENT MONTH						
						58762
LABOR RATE				RETAIL		30.00
				WARRANTY		30.00
				INTERNAL		30.00

INVENTORY ANALYSIS			
VEHICLE LINES	UNITS	VEHICLE LINES	UNITS
COLT	4	NY 5TH AVE. (Y)	2
HORIZON / OMNI	7	IMPERIAL	2
SUMMIT		TC BY MASERATI	2
LASER			2
TALON		VOYAGER / CARAVAN	29
CONQUEST		RAM WAGON	1
DAYTONA	2	CARAVAN C/V (FWD)	
VISTA	3	RAM VAN	1
SUNDANCE / SHADOW	6	RAIDER	
RELIANT / ARIES		WRANGLER	
MEDALLION		CHEROKEE / WAGONEER	
LEBARON / LANCER	4	RAM CHARGER / GR. WAGON	1
ACCLAIM / SPIRIT	12	RAM 50	
PREMIER		DAKOTA / COMANCHE	13
LEBARON COUPE / CONV.		RAM PICK UP	4
GRAN FURY / DIPLOMAT		RECREATIONAL VEHICLES	
5TH AVENUE (M)		OTHER NEW - CARS	
NEW YORKER / DYNASTY (C)	14		

ALER VARIS MOTOR INC CITY SYRACUSE STATE NY  
R PERIOD OF 1-1-90 TO 12-31-90 DIVISION NAME DODGE ZONE NAME SYRACUSE GROUP NUMBER 54899 DEALER CODE 54899

## BALANCE SHEET

ASSETS				ACCT. NO.	AMOUNT	LIABILITIES AND NET WORTH				ACCT. NO.	AMOUNT
CURRENT ASSETS:						CURRENT LIABILITIES:					
CASH ON HAND				101	B 14	155086	2	ACCOUNTS PAYABLE	201	E 4	9620269
CASH IN BANK				102	B 15	5054189	3	CUSTOMER REFUNDS-PAYABLE	202	E 5	
CASH ON DEPOSIT				103	B 16	6364495	4	NOTES PAYABLE	203	E 6	
CONTRACTS IN TRANSIT				104	B 17	7050800	5	DIVIDENDS PAYABLE	205	E 7	
<b>TOTAL CASH AND EQUIVALENT (LINES 2-5)</b>				106	B 18	18624570	6	VEHICLE PROTECTION/EXTENDED WARRANTY	207	E 8	36500
RECEIVABLES:							7	CREDIT BALANCES-SERVICE PARTS, VEHICLES & OTHER RECEIVABLES	110-111	E 9	1203800
SERVICE & PARTS ACCOUNTS				110	B 19	7829988	8	WSC ADVANCE PAYMENT	116A-1	E 10	1000410
VEHICLE ACCOUNTS				111	B 20	2737300	9	<b>TOTAL ACCOUNTS &amp; NOTES PAYABLE (LINES 2-9)</b>	11	E 11	11860979
CUSTOMER NOTES				112	B 21		10	ACCRUED EXPENSES:			
OTHER RECEIVABLES				114	B 22	391657	11	PAYROLL AND EQUIVALENT	210	E 12	778341
WARRANTY/ROAD READY				116A	B 23	2498499	12	INTEREST	212	E 13	
HOLDBACK				116B	B 24	2152768	13	INSURANCE	213	E 14	
SPECIAL VEHICLE INCOME				116C	C 1	50000	14	TAXES-PAYROLL	214	E 15	16434
FLOOR PLAN ALLOWANCE				116D	C 2	271271	15	TAXES-OTHER THAN PAYROLL & INCOME	215	E 16	2429133
WHOLESALE COMPENSATION - PARTS				116E	C 3		16	INCOME TAXES	216	E 17	3542700
INVENTORY REBATES				116F	C 4	554165	17	OTHER ACCRUED EXPENSES	217	E 18	1427990
OTHER				116G	C 5	670000	18	<b>TOTAL ACCRUED EXPENSES (LINES 11-17)</b>		E 19	8194598
<b>TOTAL FACTORY RECEIVABLES (LINES 12 THRU 19)</b>					C 6	6196703	19	FLOOR PLAN LIABILITY:			
ALLOWANCE FOR DOUBTFUL ACCOUNTS				118	C 7		20	NEW CARS AND TRUCKS	220	E 20	13719485
NET RECEIVABLES (LINES 8 THRU 11 + 20 - 21)					C 8	17155648	21	DEMONSTRATORS	226	E 21	
DUE FROM FINANCE & INSURANCE CO.'S - CURRENT				119	C 9		22	USED CARS AND TRUCKS	227	E 22	
<b>TOTAL RECEIVABLES (LINES 22 &amp; 23)</b>					C 10	17155648	23	OTHER INVENTORIES	230	E 23	
INVENTORIES:							24	<b>TOTAL FLOOR PLAN LIABILITY (LINES 20-23)</b>		E 24	13719485
CARS: CHRYSLER, DODGE, EAGLE				120	C 11	51674330	25	<b>TOTAL CURRENT LIABILITIES (LINES 9 + 18 + 24)</b>		F 1	157125062
IMPORT - CARS				122	C 13	4670041	26	WORKING CAPITAL			
TRUCKS: DODGE, JEEP, (INCL. IMPORTS)				123	C 14	84887465	27	GUIDE \$			
RECREATIONAL VEHICLES				124	C 15		28	ACTUAL \$			
OTHER NEW CARS & TRKS.				125	C 16		29	(ASSET LINE 53 MINUS LIAB. LINES 25 AND 42 AMT. DUE WITHIN 1 YEAR)			
<b>TOTAL NEW VEH. (LINES 27 THRU 32)</b>					C 17	141631836	30	OTHER LIABILITIES:			
DEMOS CARS				126	C 18	1007229	31	SECURITY DEPOSITS: LEASE VEHICLES	240	F 2	
CARS				127	C 19	24463199	32	RESERVE FOR REPOSSESSION LOSSES	250	F 3	
TRUCKS				128	C 20	12942059	33	DRIVER EDUCATION CARS	255	F 4	
CHRYSLER LEASING				129	C 21		34	LEASE/RENTAL VEHICLES	256	F 5	6016579
<b>TOTAL USED VEHICLES (LINES 35 - 37)</b>					C 22	37402258	35	COMPANY CARS & SERVICE VEHICLES	258	F 6	
PARTS & ACCESSORIES - CMC				130	C 23	21370230	36	<b>TOTAL OTHER LIABILITIES (LINES 31-35)</b>		F 7	6016579
PARTS & ACCESSORIES - OTHER MFG.				131	C 24	172482	37	LONG TERM DEBT:			
LESS: INVENTORY ADJUSTMENT - PARTS & ACCESS.				132	C 25		38	NOTES PAYABLE - CAPITAL LOANS	260	F 8	
TIRES AND TUBES				133	D 1	54687	39	SUBORDINATED NOTES	262	F 9	
OTHER AUTOMOTIVE INVENTORIES				134	D 2		40	MORTGAGES PAYABLE	263	F 10	
LABOR IN PROCESS				135	D 3	189330	41	OTHER NOTES & CONTRACTS	265	F 11	
OTHER SERVICE & PARTS INVENTORIES				136	D 4	989391	42	<b>TOTAL LONG TERM DEBT (LINES 38-41)</b>		F 12	
<b>TOTAL P&amp;A &amp; MISC. INVTY. (LINES 39 THRU 46)</b>					D 5	22278120	43	<b>TOTAL LIABILITIES (LINES 25 + 36 + 42)</b>		F 13	163191641
NON-AUTOMOTIVE INVENTORIES				137	D 6		44	LIFO RESERVE - INVENTORY ADJ.	268	F 14	
<b>TOTAL INVENTORIES (LINES 33 + 34 + 38 + 47 + 48 + 49)</b>					D 7	208422423	45	<b>NET WORTH:</b>			
MARKETABLE SECURITIES				140	D 8		46	CAPITAL STOCK: PREFERRED	270	F 20	5900000
PREPAID EXPENSES				145	D 9	529718	47	COMMON	271	F 21	
<b>TOTAL CURRENT ASSETS (LINES 6 + 24 + 50 + 51 + 52)</b>					D 10	238732379	48	RETAINED EARNINGS	275	F 22	80765700
OTHER ASSETS:							49	DIVIDENDS	277	F 23	
OFFICERS & EMPLOYEES ACCOUNTS				151	D 11		50	INVESTMENTS (PROPRIETOR OR PARTNERS)	280	F 24	
DUE FROM FINANCE & INSURANCE COMPANIES DEFERRED				152	D 12	150000	51	WITHDRAWALS	285	F 25	
DEPOSITS ON CONTRACTS				153	D 13		52	ADJUSTMENTS	290	F 26	
CASH VALUE OF LIFE INSURANCE				154	D 14		53	NEW UNITS PLACED IN SERVICE DURING CURRENT MONTH			
DRIVER EDUCATION CARS				155	D 15	1324771	54	LEASING OWNED & RENTAL			
LEASE/RENTAL VEHICLES				156	D 16	6423552	55	UNIT SALES FROM PAGE 3			
OTHER ASSETS & INVESTMENTS				157	D 17	97500	56	JAN	H 5	I 7	
<b>TOTAL OTHER ASSETS (LINES 55 THRU 61)</b>					D 18	798823	57	FEB	H 6	I 8	
LAND, BLDGS. & EQUIPT. (AUTO BUSINESS ONLY)							58	MAR	H 7	I 9	
LAND				160	D 19		59	APR	H 8	I 10	
BLDGS. & BLDG. EQUIPT.				161	D 20	11841946	60	MAY	H 9	I 11	
SERVICE EQUIPMENT				162	D 21	6842391	61	JUN	H 10	I 12	
PARTS & ACCESS. EQUIPT.				163	D 22		62	JUL	H 11	I 13	
CARS/SERV. VEHICLES				164	D 23		63	AUG	H 12	I 14	
IRN., SIGNS & EQUIPT.				165	D 24	756618	64	SEP	H 13	I 15	
LEASEHOLDS				166	E 1		65	OCT	H 14	I 16	
<b>NET VALUE OF LAND, BLDGS. &amp; EQUIPT. (LINES 64-70)</b>					E 2	19447956	66	NOV	H 15	I 17	
<b>TOTAL ASSETS (LINES 53 + 62 + 71)</b>					E 3	266176157	67	DEC	H 16	I 18	
							68	<b>TOTAL</b>	H 17	I 19	231
							69	ESTIMATED INCOME TAX	296	J 9	
							70	<b>NET EARNINGS (LINES 68 MINUS 69)</b>	299	J 10	10316356
							71	<b>TOTAL NET WORTH (LINES 46-70)</b>		J 11	102984516
							72	<b>TOTAL LIABILITIES AND NET WORTH (LINES 43 + 44 + 71)</b>		J 12	266176157

SIGNATURE

DATE 5-21-91

STATEMENT OF INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR-TO-DATE DOLLARS ONLY	% DEPT. G. P.
1	NEW VEHICLE GROSS PROFIT (PAGE 3 - LINE 52)					
2	SALESPERSONS' COMMISSIONS & INCENTIVES - NEW	301			300 788 61	
3	SALES MANAGERS' COMMISSIONS & INCENTIVES - NEW	302			89 615 42	
4	NEW VEHICLE INVENTORY MAINTENANCE	303			225 500	
5	POLICY SERVICE - NEW	304			3977 83	
6	TOTAL NEW VEHICLE VARIABLE SALES EXPENSE (LINE 2 THRU 5)	TOTAL			3692 19	
7	NEW VEHICLE VARIABLE GROSS (LINE 1 MINUS LINE 6)				39489 78	
8	SALESPERSONS' SALARIES - NEW	306			341 898 53	
9	SALES MANAGERS' SALARIES - NEW	307			88 625 1	
10	OTHER SALARIES - NEW	308			35 151 53	
11	ADVERTISING - NEW	309			48024 30	
12	SALES PERSONNEL TRAINING	310			3093 14	
13	DEMONSTRATION EXPENSE - NEW	312			222 16	
14	INTEREST ON FLOOR PLAN - NEW	315			50 214 20	
15	TOTAL SEMI-FIXED SALES EXPENSE - NEW (LINES 8 THRU 14)	TOTAL			144 267 54	
16	NEW VEHICLE NET (LINE 7 MINUS LINE 15)				192 430 99	
17	USED VEHICLE GROSS PROFIT (PAGE 3 - LINE 68)					
18	SALESPERSONS' COMMISSIONS & INCENTIVES - USED	321			297784 54	
19	SALES MANAGERS' COMMISSIONS & INCENTIVES - USED	322			35 802 50	
20	USED VEHICLE INVENTORY MAINTENANCE	323			4850 38	
21	POLICY & WARRANTY SERVICE - USED	324			30438 99	
22	TOTAL USED VEHICLE VARIABLE SALES EXPENSE (LINES 18 THRU 21)	TOTAL			71 121 87	
23	USED VEHICLE VARIABLE GROSS (LINE 17 MINUS LINE 22)				226 602 97	
24	SALESPERSONS' SALARIES - USED	326			6710 05	
25	SALES MANAGERS' SALARIES - USED	327				
26	OTHER SALARIES - USED	328				
27	ADVERTISING - USED	329			21050 70	
28	DEMONSTRATION EXPENSE - USED	332			3846 27	
29	INTEREST ON FLOOR PLAN - USED	335				
30	TOTAL SEMI-FIXED SALES EXPENSE - USED (LINES 24 THRU 29)	TOTAL			34 607 02	
31	USED VEHICLE NET (LINE 23 MINUS LINE 30)				191985 95	

BODY AND PAINT				MECHANICAL			
MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR TO DATE DOLLARS ONLY	% DEPT. G. P.	MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR TO DATE DOLLARS ONLY	% DEPT. G. P.
J 13		70 288 59		J 13		218 833 02	
J 14		15 682 33		J 14		46564 39	
J 15		5 202 42		J 15		9593 00	
J 16		14701 4		J 16		7793 79	
J 17		15 722 19		J 17		22149 28	
J 18		38 40		J 18		1925 79	
J 19		2 893 67		J 19		17137 94	
J 20		8662 7		J 20		10787 51	
J 21		42370 42		J 21		136738 00	
J 22		27915 17		J 22		82085 02	
GROSS PROFIT (P. 4 L. 19)				SALES EXPENSE (LINES 35 THRU 41)			
DEPT. NET (LINE 34 MINUS LINE 42)				TOTAL			

32	PARTS DEPT. GROSS PROFIT (PAGE 4 - LINE 34)						
33	SALARIES, WAGES & INCENTIVES - PARTS	350				270 837 79	
34	PERSONNEL TRAINING & ADVERTISING	352				52930 32	
35	SUPPLIES, TOOLS & LAUNDRY	353				6983 5	
36	FREIGHT	354				1922 08	
37	POLICY ADJUSTMENTS - PARTS	355				14849 9	
38	PARTS VEHICLE EXPENSE	356				1850	
39	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT	357				2895 22	
40	TOTAL PARTS DEPT. SALES EXPENSE (LINES 45 THRU 51)	358				7031	
41	PARTS NET (LINE 44 MINUS LINE 52)	359				60013 77	
42		TOTAL				210824 02	

FIXED EXPENSE				% TOTAL G. P.			
MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR TO DATE DOLLARS ONLY	% DEPT. G. P.	MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR TO DATE DOLLARS ONLY	% DEPT. G. P.
J 13		64 281 57		J 13		64 281 57	
J 14		33689 51		J 14		33689 51	
J 15		46565 89		J 15		46565 89	
J 16		360 00		J 16		360 00	
J 17		106137 4		J 17		106137 4	
J 18		18913 27		J 18		18913 27	
J 19		5914 27		J 19		5914 27	
J 20		26244 84		J 20		26244 84	
J 21		473 14		J 21		473 14	
J 22		999 58		J 22		999 58	
J 23		11888 42		J 23		11888 42	
J 24		10165 86		J 24		10165 86	
J 25		135554 53		J 25		135554 53	
J 26		16118 11		J 26		16118 11	
J 27		116733 2		J 27		116733 2	
J 28		12502 14		J 28		12502 14	
J 29		428202 19		J 29		428202 19	
J 30		188226 70		J 30		188226 70	
J 31		1150237 59		J 31		1150237 59	
J 32		88435 26		J 32		88435 26	
J 33		147283 0		J 33		147283 0	
J 34		103162 56		J 34		103162 56	
J 35				J 35			
J 36				J 36			
J 37				J 37			
J 38				J 38			
J 39				J 39			
J 40				J 40			
J 41				J 41			
J 42				J 42			
J 43				J 43			
J 44				J 44			
J 45				J 45			
J 46				J 46			
J 47				J 47			
J 48				J 48			
J 49				J 49			
J 50				J 50			
J 51				J 51			
J 52				J 52			
J 53				J 53			
J 54				J 54			
J 55				J 55			
J 56				J 56			
J 57				J 57			
J 58				J 58			
J 59				J 59			
J 60				J 60			
J 61				J 61			
J 62				J 62			
J 63				J 63			
J 64				J 64			
J 65				J 65			
J 66				J 66			
J 67				J 67			
J 68				J 68			
J 69				J 69			
J 70				J 70			
J 71				J 71			
J 72				J 72			
J 73				J 73			
J 74				J 74			
J 75				J 75			
J 76				J 76			
J 77				J 77			
J 78				J 78			
J 79				J 79			
J 80				J 80			
J 81				J 81			
J 82				J 82			
J 83				J 83			
J 84				J 84			
J 85				J 85			
J 86				J 86			
J 87				J 87			
J 88				J 88			
J 89				J 89			
J 90				J 90			
J 91				J 91			
J 92				J 92			
J 93				J 93			
J 94				J 94			
J 95				J 95			
J 96				J 96			
J 97				J 97			
J 98				J 98			
J 99				J 99			
J 100				J 100			

LINE NO.	MONTH DOLLARS ONLY										YEAR - TO - DATE DOLLARS ONLY									
	SALES		GROSS PROFIT		UNITS		PER UNIT		ACCOUNT		SALES		GROSS PROFIT		UNITS		PER UNIT			
									NAME	NO.										
1	N								COLT	RETAIL	401	N	80 705 56	P	5 238 21	S				
2	N								HORIZON/OMNI	RETAIL	402	N	89 510 16	P	2 321 27	S	10			
3	N								SUMMIT	RETAIL	403	N		P		S	10			
4	N									RETAIL		N		P		S				
5	N								LASER	RETAIL	404	N		P		S				
6	N								TALON	RETAIL	405	N		P		S				
7	N								DAYTONA	RETAIL	406	N	161 879 98	P	8 679 13	S	13			
8	N								STEALTH	RETAIL	407	N		P		S				
9	N									RETAIL		N		P		S				
10	N								VISTA	RETAIL	408	N	23 547 47	P	1 801 48	S	2			
11	N								SUNDANCE/SHADOW	RETAIL	409	N	613 327 45	P	60 121 35	S	58			
12	N									RETAIL		N		P		S				
13	N								LEBARON SEDAN (A)	RETAIL	410	N		P		S				
14	N								ACCLAIM/SPIRIT	RETAIL	411	N	653 922 76	P	54 586 23	S	52			
15	N								PREMIER	RETAIL	414	N		P		S				
16	N								MONACO	RETAIL	415	N	44 346 00	P	2 512 73	S	3			
17	N								LEBARON COUPE/CONV. (J)	RETAIL	416	N		P		S				
18	N									RETAIL		N		P		S				
19	N								N.Y. SALON/DYNASTY (C)	RETAIL	418	N	716 826 18	P	45 792 16	S	45			
20	N								CHRYSLER GTS (C)	RETAIL	419	N		P		S				
21	N								N.Y. LANDAU (C)	RETAIL	420	N		P		S				
22	N								N.Y. 5TH AVENUE (Y)	RETAIL	421	N		P		S				
23	N								IMPERIAL (Y)	RETAIL	422	N		P		S				
24	N								TC BY MASERATI	RETAIL	423	N		P		S				
25	N									RETAIL		N		P		S				
26	N								OTHER NEW CARS	RETAIL	426	N		P		S				
27	N								TOTAL CARS RETAIL			N	238 406 56	P	151 252 56	S	196			
28	N								VOYAGER/CARAVAN	RETAIL	427	N	1380 003 01	P	82 916 42	S	53			
29	N								TOWN & COUNTRY	RETAIL	428	N		P		S				
30	N								RAM WAGON	RETAIL	429	N	36 439 82	P	2 454 13	S	2			
31	N								CARAVAN C/V	RETAIL	430	N	22 249 00	P	2 771 79	S	1			
32	N								RAM VAN	RETAIL	431	N	154 895 41	P	10 136 16	S	11			
33	N								WRANGLER	RETAIL	432	N		P		S				
34	N								CHEROKEE/WAGONEER	RETAIL	433	N		P		S				
35	N								RAM CHARGER/GR. WAGON	RETAIL	434	N	19 889 00	P	1 053 04	S	1			
36	N								RAM 50	RETAIL	435	N	9 300 00	P	39 79	S	1			
37	N									RETAIL		N		P		S				
38	N								DAKOTA/COMANCHE	RETAIL	436	N	349 791 04	P	23 228 67	S	27			
39	N								RAM PICK UP	RETAIL	437	N	400 185 65	P	23 554 58	S	24			
40	N									RETAIL		N		P		S				
41	N								RECREATIONAL VEHICLES	RETAIL	440	N		P		S				
42	N								OTHER NEW TRUCKS	RETAIL	441	N		P		S				
43	N								TOTAL TRUCKS RETAIL			N	238 255 93	P	146 154 88	S	151			
44	N								CARS	FLEET	445	N	719 120 70	P	80 394 65	S	59			
45	N								TRUCKS	FLEET	446	N	146 494 62	P	5 825 19	S	9			
46	N								TOTAL FLEET			N	865 615 32	P	13 864 84	S	68			
47	N								TOTAL NEW CAR & TRUCK			N	5572 436 81	P	341 772 28	S	414			
48	N								NON-AUTOMOTIVE & OTHER - NEW	450	P		P		S					
49	N								REPOSSESSED VEHICLE LOSSES	455E	P		P		S					
50	N								FINANCE & INSURANCE - AUTO	457F	P		P		S					
51	N								SERVICE CONTRACTS - NEW	458	P	28 049 75	P	2 956 08	S	147				
52	N								TOTAL NEW VEHICLE DEPT.			N	5600 486 56	P	7060 25	S	56			
53	N											N	380 788 61	P		S				

P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
1	R								USED CARS	RETAIL	470	P	1159 709 28	R	172 916 34	U	162			
2	R								USED TRUCKS	RETAIL	471	P	562 590 00	R	96 515 39	U	69			
3	R								USED CHRYSLER LEASING	RETAIL	472	P		R		U				
4	R								TOTAL USED VEHICLE - RETAIL			P	1782 299 28	R	274 731 73	U	231			
5	R								RECON. COST USED VEHICLES	RETAIL	470D	P		R		U				
6	R								USED CARS WHOLESALE		473	P		R		U				
7	R								USED TRUCKS WHOLESALE		474	P	123 781 12	R	12 300 50	U	105			
8	R								USED VEHICLE INVENTORY WRITEDOWN		476G	P	71 093 88	R	10 034 19	U	90			
9	R								CUSTOMER REPOSSESSION REFUND		477G	P		R	14 945 64	U				
10	R										478E	P		R		U				
11	R								NON-AUTO & OTHER - USED		479	P		R		U				
12	R								REPOSSESSED VEHICLE LOSSES		480E	P		R		U				
13	R								FINANCE & INSURANCE - AUTO		481F	P		R		U				
14	R								SERVICE CONTRACTS - USED		482	P	11 430 00	R	12 681 49	U	117			
15	R								TOTAL USED VEHICLE DEPT.			P	1988 604 28	R	3022 27	U	26			
16	R								MEMO RETAIL LEASING			P		R	297 724 89	U				
17	R								RETAIL LEASING CARS			P		R		U				
18	R								RETAIL LEASING TRUCKS			P		R		U				

USED VEHICLE INVENTORY ANALYSIS									
TOTAL INVENTORY CARS		DAYS IN INVENTORY			TOTAL INVENTORY TRUCKS		DAYS IN INVENTORY		
		1-20	21-30	OVER 30			1-20	21-30	OVER 30
V	V	V	V	V	V	V	V	V	V
V	V	V	V	V	V	V	V	V	V

DEPARTMENTAL GROSS PROFIT ANALYSIS												
LINE NO.	MONTH DOLLARS ONLY				ACCOUNT	YEAR - TO - DATE DOLLARS ONLY						
	SALES	GROSS PROFIT	R.O. NO'S	G.P.% SALES		NAME	NO.	SALES	GROSS PROFIT	R.O. NO'S	G.P.% SALES	
1	V 19	X 2	Y 12		CUSTOMER LABOR - MECHANICAL	550	V 19 280 492 01	X 2 157 272 20	Y 12 50 69			
2	V 20	X 3	Y 13		SERVICE CONTRACTS LABOR - MECHANICAL	551	V 20 42 667 6	X 3 2 445 38	Y 13 92			
3	V 21	X 4	Y 14		WARRANTY LABOR - MECHANICAL	552	V 21 84 799 35	X 4 42 367 67	Y 14 2 255			
4	V 22	X 5	Y 15		ROAD READY LABOR	553						
5	V 23	X 6	Y 16		LABOR - INTERNAL - MECHANICAL	554	V 23 40 228 87	X 6 1 100	Y 16 961			
6	V 24	X 7	Y 17		CUSTOMER LABOR - NON-AUTO	555						
7	V 25	X 8	Y 18		SUBLET WORK - MECHANICAL	556	V 25 51 243 74	X 8 46 22 02				
8	V 26	X 9	Y 19		SUBLET WORK - WARRANTY - MECH.	557	V 26 3 777 28	X 9 39 2 20				
9	V 27	X 10	Y 20		GAS, OIL - LUBRICANTS	558	V 27 21 004 14	X 10 11 734 55				
10	V 28	X 11	Y 21		UNAPPLIED/VARIANCE LABOR MECH.	559D						
11	W 1	X 12	Y 22		TOTAL MECHANICAL DEPT.	W 1	W 1 485 812 15	X 12 218 833 02				
12	W 2	X 13	Y 23		CUSTOMER LABOR - BODY & PAINT	560	W 2 140 551 08	X 13 75 847 30	Y 23 376			
13	W 3	X 14	Y 24		WARRANTY LABOR - BODY & PAINT	562	W 3 15 747 10	X 14 7 879 55	Y 24 341			
14	W 4	X 15	Y 25		LABOR INTERNAL - BODY & PAINT	563	W 4 18 120 23	X 15 2	Y 25 128			
15	W 5	X 16	Y 26		SUBLET WORK - BODY & PAINT	564	W 5 4 456 84	X 16 15 47 84				
16	W 6	X 17	Y 27		SUBLET WORK - WARRANTY - B & P	565	W 6 26 48 55	X 17 8 190 4				
17	W 7	X 18	Y 28		BODY & PAINT SHOP MATERIALS	566	W 7 23 687 58	X 18 8 759 64				
18	W 8	X 19	Y 29		UNAPPLIED/VARIANCE LABOR B & P	567D		X 19 84 558 75				
19	W 9	X 20	Y 30		TOTAL BODY & PAINT DEPT.	W 9	W 9 205 210 78	X 20 70 288 59				
20	W 10	X 21	Y 31		P & A - CUST. R.O. MECHANICAL	570	W 10 208 458 50	X 21 113 062 22				
21	W 11	X 22	Y 32		SERVICE CONTRACTS - MECHANICAL	571	W 11 9 422 64	X 22 2 401 60				
22	W 12	X 23	Y 33		P & A - WARRANTY-MECHANICAL	572	W 12 192 947 41	X 23 42 164 89				
23	W 13	X 24	Y 34		P & A - COUNTER RETAIL	573	W 13 28 244 64	X 24 10 779 66	Y 34 106.5			
24	W 14	X 25	Y 35		P & A - COUNTER WHOLESALE	574	W 14 148 734 58	X 25 29 825 70	Y 35 7921			
25	W 15	X 26	Y 36		P & A - INTERNAL - MECHANICAL	575	W 15 43 114 31	X 26 9 296				
26	W 16	X 27	Y 37		P & A - REPAIR ORDERS - BODY & PAINT	580	W 16 95 140 81	X 27 35 985 88				
27	W 17	X 28	Y 38		P & A - WARRANTY-BODY & PAINT	582	W 17 9 716 10	X 28 22 23 26				
28	W 18	X 29	Y 39		P & A - INTERNAL-BODY & PAINT	583						
29	W 19	X 30	Y 40		PURCHASE DISCOUNTS - P & A	585E		Y 40 19 151 69				
30	W 20	X 31	Y 41		WHOLESALE COMPENSATION	586F		Y 41 11 764 35				
31	W 21	X 32	Y 42		P & A - INVENTORY ADJUSTMENTS	587G		Y 42 116 20				
32	W 22	X 33	Y 43		TIRES AND TUBES	590	W 22 9 923 00	X 33 3416 78				
33	W 23	X 34	Y 44		NON-AUTO & MISCELLANEOUS	595						
34	W 24	X 35	Y 45		TOTAL P & A DEPARTMENT	W 24	W 24 745 706 99	X 35 270 837 79				
35	W 25	X 36	Y 46		TOTAL ALL DEPARTMENTS	W 25	W 25 896 5820 76	X 36 1238 472 85				
36	W 26	X 37	Y 47		P-3, L-52 + 68 + P-4, L-11 + 19 + 34	W 26						

OTHER INCOME AND OTHER DEDUCTIONS									
OTHER INCOME				OTHER DEDUCTIONS					
ACCOUNT	ACCT. NO.	MONTH DOLLARS ONLY	YEAR-TO-DATE DOLLARS ONLY	ACCOUNT	ACCT. NO.	MONTH DOLLARS ONLY	YEAR-TO-DATE DOLLARS ONLY	ACCOUNT	ACCT. NO.
CASH DISCOUNTS EARNED	601	Y 22	3662 01	CASH DISCOUNTS ALLOWED	701	Z 5			
INTEREST EARNED	603	Y 23	15 074 26	BONUSES	704	Z 6			
GAIN ON DISPOSAL OF CAP. ASSETS	608	Z 1		LOSS ON DISPOSAL OF CAP. ASSETS	708	Z 7			
MISCELLANEOUS INCOME	609	Z 2	56 683 20	MISCELLANEOUS DEDUCTIONS	709	Z 8			
VEHICLE LEASE & RENTAL INCOME	615	Z 3	26 013 49	VEHICLE LEASE & RENTAL EXPENSE	715	Z 9			
TOTAL OTHER INCOME	Z 4	Z 4	101 432 96	TOTAL OTHER DEDUCTIONS	Z 10	Z 10			

RECEIVABLE ANALYSIS									
TOTAL RECEIVABLE				AGE ANALYSIS					
				1-30	31-60	61-90	91-120	121 & OVER	ALLOW. FOR DOUBTFUL
SERVICE & PARTS ACCTS (P-1, L-8)	Z 11	Z 15	AA 1						
VEHICLE ACCOUNTS (P-1, L-8)	Z 12	Z 16	AA 2						
CUSTOMER NOTES (P-1, L-10)	Z 13	Z 17	AA 3						
OTHER RECEIVABLES (P-1, L-11)	Z 14	Z 18	AA 4						
WAR'NTY SERVICE A/C 118A (P-1, L-12)	Z 15	Z 19	AA 5						
WARRANTY SUSPENSE (MEMO)	Z 16	Z 20	AA 6						
OFFICERS & EMP. ACCTS. (P-1, L-55)	Z 17	Z 21	AA 7						

PERSONNEL SUMMARY									
VEHICLE SALES				MECH. SERV.	B & P SERV.	PARTS	ADM.	TOTAL	
NEW	USED	F & I	F/L						
EXEC - OWNER	BB 10	BB 16	BB 22	CC 3	CC 9	DD 4	DD 10	DD 15	
MANAGEMENT	BB 11	BB 17	BB 23	CC 4	CC 10	DD 5	DD 11	DD 16	
SALES-PERSONS	BB 12	BB 18	BB 24	CC 5	CC 11	DD 6	DD 12	DD 17	
CLERICAL	BB 13	BB 19	BB 25	CC 6	CC 12	DD 7	DD 13	DD 18	
OTHER	BB 14	BB 20	BB 26	CC 7	CC 13	DD 8	DD 14	DD 19	
RETAIL MECHANICS				CC 13	CC 23			DD 20	
INTERNAL MECHANICS				CC 14	CC 24			DD 21	
TOTAL PERSONNEL	BB 15	BB 21	CC 2	CC 7	CC 15	DD 9	DD 14	DD 22	
RETAIL				CC 15	CC 25			DD 23	
INTERNAL				CC 16	CC 26			DD 24	
TOTAL PAYROLL CURRENT MONTH				EE	\$				
LABOR RATE				EE	\$				
				EE	\$				
				EE	\$				
				EE	\$				

INVENTORY ANALYSIS									
VEHICLE LINES				UNITS	VEHICLE LINES				UNITS
COLT	EE 6				NY 5TH AVE. (Y)	FF 2			
HORIZON / OMNI	EE 7				IMPERIAL (Y)	FF 3			
SUMMIT	EE 8				TC BY MASERATI	FF 4			
LASER	EE 9					FF 5			
TALON	EE 10				VOYAGER / CARAVAN	FF 6			
DAYTONA	EE 11				TOWN & COUNTRY	FF 7			
STEALTH	EE 12				RAM WAGON	FF 8			
	EE 13				CARAVAN C/V	FF 9			
VISTA	EE 14				RAM VAN	FF 10			
SUNDANCE / SHADOW	EE 15				WRANGLER	FF 11			
	EE 16				CHEROKEE / WAGONEER	FF 12			
LeBARON SEDAN (A)	EE 17				RAM CHARGER / GR. WAGON	FF 13			
ACCLAIM / SPIRIT	EE 18				RAM 50	FF 14			
PREMIER	EE 19					FF 15			
MONACO	EE 20				DAKOTA / COMANCHE	FF 16			
LeBARON COUPE / CONV. (J)	EE 21				RAM PICK UP	FF 17			
	EE 22					FF 18			
N.Y. SALON/DYNASTY (C)	EE 23				RECREATIONAL VEHICLES	FF 19			
CHRYSLER GTS (C)	EE 24				OTHER NEW - CARS	FF 20			
N.Y. LANDAU (C)	EE 25				OTHER NEW - TRUCKS	FF 21			



DEALER: VAA'S MOTOR INC CITY: SYRACUSE STATE: NY

OR PERIOD OF: 1-1-91 TO 12-31-91 DIVISION NAME: ZONE NAME: GROUP NUMBER: DEALER CODE:

BALANCE SHEET

ASSETS

CURRENT ASSETS:

CASH ON HAND 55.00

CASH IN BANK 12,808.45

CASH ON DEPOSIT

CONTRACTS IN TRANSIT 55,600.00

TOTAL CASH AND EQUIVALENT (LINES 2-5) 68,463.45

RECEIVABLES:

SERVICE & PARTS ACCOUNTS

VEHICLE ACCOUNTS

CUSTOMER NOTES

OTHER RECEIVABLES

WARRANTY/ROAD READY

HOLDBACK

SPECIAL VEHICLE INCOME

FLOOR PLAN ALLOWANCE

WHOLESALE COMPENSATION - PARTS

INVENTORY REBATES

OTHER

TOTAL FACTORY RECEIVABLES (LINES 12 THRU 19)

ALLOWANCE FOR DOUBTFUL ACCOUNTS

NET RECEIVABLES (LINES 8 THRU 11 + 20 - 21)

DUE FROM FINANCE & INSURANCE CO.'S - CURRENT

TOTAL RECEIVABLES (LINES 22 & 23)

INVENTORIES:

CARS: CHRY-PLY DODGE, EAGLE

IMPORT - CARS

TRUCKS: DODGE, JEEP

RECREATIONAL VEHICLES

OTHER NEW CARS & TRKS.

TOTAL NEW VEH. (LINES 27 THRU 32)

DEMOS CARS

CARS TOTAL UNITS

TRUCKS TOTAL UNITS

CHRYSLER LEASING TOTAL UNITS

TOTAL USED VEHICLES (LINES 35 - 37)

PARTS & ACCESSORIES - CMC

PARTS & ACCESSORIES - OTHER MFG.

LESS: INVENTORY ADJUSTMENT - PARTS & ACCESS.

TIRES AND TUBES

OTHER AUTOMOTIVE INVENTORIES

LABOR IN PROCESS

OTHER SERVICE & PARTS INVENTORIES

TOTAL P&A & MISC. INVT'Y. (LINES 39 THRU 46)

NON-AUTOMOTIVE INVENTORIES

TOTAL INVENTORIES (+ LINES 33 + 34 + 38 + 47 + 48 + 49)

MARKETABLE SECURITIES

PREPAID EXPENSES

TOTAL CURRENT ASSETS (LINES 6 + 24 + 50 + 51 + 52)

OTHER ASSETS:

OFFICERS & EMPLOYEES ACCOUNTS

DUE FROM FINANCE & INSURANCE COMPANIES DEFERRED

DEPOSITS ON CONTRACTS

CASH VALUE OF LIFE INSURANCE

DRIVER EDUCATION CARS

LEASE/RENTAL VEHICLES

OTHER ASSETS & INVESTMENTS

TOTAL OTHER ASSETS (LINES 55 THRU 61)

LAND, BLDGS. & EQUIPT. (AUTO BUSINESS ONLY)

LAND

BLDGS. & BLDG. EQUIPT.

SERVICE EQUIPMENT

PARTS & ACCESS. EQUIPT.

CO. CARS/SERV. VEHICLES

FURN., SIGNS & EQUIPT.

LEASEHOLDS

NET VALUE OF LAND, BLDGS. & EQUIPT. (LINES 64-70)

TOTAL ASSETS (LINES 53 + 62 + 71)

LIABILITIES AND NET WORTH

CURRENT LIABILITIES:

ACCOUNTS PAYABLE 32,923.54

CUSTOMER REFUNDS-PAYABLE

NOTES PAYABLE

DIVIDENDS PAYABLE

VEHICLE PROTECTION/EXTENDED WARRANTY 390.00

CREDIT BALANCES-SERVICE-PARTS, VEHICLES & OTHER RECEIVABLES 9,250.00

WSC ADVANCE PAYMENT 10,150.00

TOTAL ACCOUNTS & NOTES PAYABLE (LINES 2-8) 52,585.4

ACCRUED EXPENSES:

PAYROLL AND EQUIVALENT 5,925.86

INTEREST

INSURANCE

TAXES-PAYROLL 4,730.56

TAXES-OTHER THAN PAYROLL & INCOME 3,776.73

INCOME TAXES

OTHER ACCRUED EXPENSES 7,828.81

TOTAL ACCRUED EXPENSES (LINES 11-17) 56,305.96

FLOOR PLAN LIABILITY:

NEW CARS AND TRUCKS 123,907.25

DEMONSTRATORS

USED CARS AND TRUCKS

OTHER INVENTORIES

TOTAL FLOOR PLAN LIABILITY (LINES 20-23) 123,907.25

TOTAL CURRENT LIABILITIES (LINES 9 + 18 + 24) 194,528.95

WORKING CAPITAL

GUIDE-\$

ACTUAL-\$ 769,056.50

OTHER LIABILITIES:

SECURITY DEPOSITS: LEASE VEHICLES

RESERVE FOR REPOSSESSION LOSSES

DRIVER EDUCATION CARS

LEASE/RENTAL VEHICLES 69,930.16

COMPANY CARS & SERVICE VEHICLES

TOTAL OTHER LIABILITIES (LINES 31-35) 69,930.16

LONG TERM DEBT:

NOTES PAYABLE- CAPITAL LOANS

SUBORDINATED NOTES

MORTGAGES PAYABLE

OTHER NOTES & CONTRACTS

TOTAL LONG TERM DEBT (LINES 38-41)

TOTAL LIABILITIES (LINES 25 + 36 + 42) 1,482,165.54

LIFO RESERVE - INVENTORY ADJ.

NET WORTH:

CAPITAL STOCK: PREFERRED

COMMON

RETAINED EARNINGS 970,545.16

DIVIDENDS

INVESTMENTS (PROPRIETOR OR PARTNERS)

WITHDRAWALS

ADJUSTMENTS

NEW UNITS PLACED IN SERVICE DURING CURRENT MONTH

CURRENT EARNINGS BEFORE TAXES

UNIT SALES FROM PAGE 3 +

NEW CHRY'S OTHER USED

JAN

FEB

MAR

APR

MAY

JUN

JUL

AUG

SEP

OCT

NOV

DEC

TOTAL 310 180

ESTIMATED INCOME TAX

NET EARNINGS (LINES 68 MINUS 69)

TOTAL NET WORTH (LINES 48-70) 1,061,955.34

TOTAL LIABILITIES AND NET WORTH (LINES 43 + 44 + 71) 2,483,220.89

SIGNATURE: C. Blum DATE: 5-1-92

## STATEMENT OF INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	MONTH	% DEPT. G. P.	YEAR-TO-DATE	% DEPT. G. P.					
1	NEW VEHICLE GROSS PROFIT (PAGE 3 - LINE 52)										
2	SALESPERSONS' COMMISSIONS & INCENTIVES - NEW	301			346,530.4						
3	SALES MANAGERS' COMMISSIONS & INCENTIVES - NEW	302			18,585.85						
4	NEW VEHICLE INVENTORY MAINTENANCE	303			2,255.00						
5	POLICY SERVICE - NEW	304			4,401.83						
6	TOTAL NEW VEHICLE VARIABLE SALES EXPENSE (LINE 2 THRU 5)	TOTAL			4,511.09						
7	NEW VEHICLE VARIABLE GROSS (LINE 1 MINUS LINE 6)				30,023.77						
8	SALESPERSONS' SALARIES - NEW	306			316,629.7						
9	SALES MANAGERS' SALARIES - NEW	307			5,879.44						
10	OTHER SALARIES - NEW	308			42,257.77						
11	ADVERTISING - NEW	309									
12	SALES PERSONNEL TRAINING	310			52,992.26						
13	DEMONSTRATION EXPENSE - NEW	312			45,408.4						
14	INTEREST ON FLOOR PLAN - NEW	315			25,333.15						
15	TOTAL SEMI-FIXED SALES EXPENSE - NEW (LINES 8 THRU 14)	TOTAL			28,302.13						
16	NEW VEHICLE NET (LINE 7 MINUS LINE 15)				136,525.59						
17	USED VEHICLE GROSS PROFIT (PAGE 3 - LINE 68)				180,123.68						
18	SALESPERSONS' COMMISSIONS & INCENTIVES - USED	321			235,223.18						
19	SALES MANAGERS' COMMISSIONS & INCENTIVES - USED	322			25,916.66						
20	USED VEHICLE INVENTORY MAINTENANCE	323			1,250.00						
21	POLICY & WARRANTY SERVICE - USED	324			6,915.72						
22	TOTAL USED VEHICLE VARIABLE SALES EXPENSE (LINES 18 THRU 21)	TOTAL			21,976.31						
23	USED VEHICLE VARIABLE GROSS (LINE 17 MINUS LINE 22)				56,158.69						
24	SALESPERSONS' SALARIES - USED	326			182,504.79						
25	SALES MANAGERS' SALARIES - USED	327			4,764.94						
26	OTHER SALARIES - USED	328									
27	ADVERTISING - USED	329			26,278.44						
28	DEMONSTRATION EXPENSE - USED	332			2,845.31						
29	INTEREST ON FLOOR PLAN - USED	335									
30	TOTAL SEMI-FIXED SALES EXPENSE - USED (LINES 24 THRU 29)	TOTAL			33,228.69						
31	USED VEHICLE NET (LINE 23 MINUS LINE 30)				148,825.80						
32	BODY AND PAINT										
33	MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR TO DATE DOLLARS ONLY	% DEPT. G. P.	ACCT. NO.	ACCOUNT NAME	ACCOUNT NUMBER	MONTH DOLLARS ONLY	% DEPT. G. P.	YEAR TO DATE DOLLARS ONLY	% DEPT. G. P.
34	J 13		J 13		(P. 4 L. 19)	GROSS PROFIT	(P. 4 L. 11)	L 6		L 6	
35	J 14		J 14		340B	SALARIES	340A	L 7		L 7	
36	J 15		J 15		341B	VACATION & TIME OFF	341A	L 8		L 8	
37	J 16		J 16		342B	TRAINING & ADVERTISING	342A	L 9		L 9	
38	J 17		J 17		343B	SUPPLIES, TOOLS & LAUNDRY	344A	L 10		L 10	
39	J 18		J 18		344B	SERVICE VEHICLE EXPENSE	345A	L 11		L 11	
40	J 19		J 19		345B	POLICY ADJUSTMENTS	346A	L 12		L 12	
41	J 20		J 20		346B	DEPRECIATION, MAINT. REPAIR & RENTAL EQUIP.	348A	L 13		L 13	
42	J 21		J 21		348B	SALES EXPENSE (LINES 35 THRU 41)	349A	L 14		L 14	
43	J 22		J 22		349B	DEPT. NET (LINE 34 MINUS LINE 42)		L 15		L 15	
44	PARTS DEPT. GROSS PROFIT (PAGE 4 - LINE 34)										
45	SALARIES, WAGES & INCENTIVES - PARTS	350									
46	PERSONNEL TRAINING & ADVERTISING	352									
47	SUPPLIES, TOOLS & LAUNDRY	353									
48	FREIGHT	354									
49	POLICY ADJUSTMENTS - PARTS	355									
50	PARTS VEHICLE EXPENSE	356									
51	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT	357									
52	TOTAL PARTS DEPT. SALES EXPENSE (LINES 45 THRU 51)	358									
53	PARTS NET (LINE 44 MINUS LINE 52)	359									
54	FIXED EXPENSE										
55	SALARIES & WAGES - ADMINISTRATIVE & GENERAL	362									
56	EMPLOYEE BENEFITS	363									
57	PAYROLL TAXES	365									
58	ADVERTISING GENERAL & INSTITUTIONAL	367									
59	STATIONERY, OFFICE SUPPLIES & POSTAGE	368									
60	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES	370									
61	COMPANY CAR EXPENSE	371									
62	DUES, SUBSCRIPTIONS & CONTRIBUTIONS	372									
63	DATA PROCESSING SERVICES	373									
64	TRAVEL & ENTERTAINMENT	374									
65	BAD DEBTS	377									
66	MISCELLANEOUS	378									
67	RENT & EQUIVALENT	380									
68	MAINTENANCE & REPAIRS - REAL ESTATE	381 THRU 386									
69	INTEREST (OTHER THAN FLOOR PLAN & MORTGAGE)	387									
70	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL & REAL ESTATE)	388									
71	DEPRECIATION, MAINTENANCE & RENTAL - FURNITURE, SIGNS & EQUIPMENT	389									
72	HEAT, LIGHT, POWER & WATER	390									
73	TELEPHONE	391									
74	TOTAL FIXED EXPENSE (LINES 55 THRU 73)	396									
75	SALARIES - OWNERS & OFFICERS	399									
76	TOTAL EXPENSES (LINES 6, 15, 22, 30, 42B, 42M, 52, 74 & 75)	TOTAL									
77	OPERATING PROFIT (LINES 16, 31, 43B, 43M, 53 MINUS LINES 74 & 75)	TOTAL									
78	OTHER INCOME AND (DEDUCTIONS) - NET (PAGE 4 - LINE 46)										
79	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINE 77 PLUS OR MINUS LINE 78.)										

MONTH DOLLARS ONLY				DEPARTMENTAL GROSS		PROFIT ANALYSIS		YEAR - TO - DATE			
LINE NO.	SALES	GROSS PROFIT	UNITS	PER UNIT	ACCOUNT	NAME	NO.	SALES	GROSS PROFIT	UNITS	PER UNIT
1					COLT	RETAIL	401	6318339	553628	8	
2						RETAIL					
3					SUMMIT	RETAIL	403				
4						RETAIL					
5					LASER	RETAIL	404				
6					TALON	RETAIL	405				
7					DAYTONA	RETAIL	406	10011252	411781	8	
8					STEALTH	RETAIL	407	6652601	374437	3	
9						RETAIL					
10					VISTA	RETAIL	408	5070100	565733	4	
11					SUNDANCE/SHADOW	RETAIL	409	40249803	2892943	38	
12						RETAIL					
13					LeBARON SEDAN (A)	RETAIL	410				
14					ACCLAIM/SPIRIT	RETAIL	411	50547068	4594657	40	
15					PREMIER	RETAIL	414				
16					MONACO	RETAIL	415	20244318	2769128	14	
17					LEBARON COUPE/CONV. (J)	RETAIL	418				
18						RETAIL					
19					N.Y. SALON/DYNASTY (C)	RETAIL	418	24151449	1596324	16	
20						RETAIL					
21						RETAIL					
22					N.Y. 5TH AVENUE (Y)	RETAIL	421				
23					IMPERIAL (Y)	RETAIL	422				
24					TC BY MASERATI	RETAIL	423				
25					OTHER NEW CARS - CHRYSLER CORP.	RETAIL	425				
26					OTHER NEW CARS - COMPETITIVE	RETAIL	426				
27					TOTAL CARS RETAIL			163244930	13758681	191	
28					VOYAGER/CARAVAN	RETAIL	427	150916860	10430116	87	
29					TOWN & COUNTRY	RETAIL	428				
30					RAM WAGON	RETAIL	429	3725028	223997	2	
31					CARAVAN CV	RETAIL	430	1531500	92183	1	
32					RAM VAN	RETAIL	431	8803034	633961	6	
33					WRANGLER	RETAIL	432				
34					CHEROKEE/BRIARWOOD	RETAIL	433				
35					RAMCHARGER/GR. WAGON	RETAIL	434	7711059	394334	4	
36					RAM 50	RETAIL	435				
37						RETAIL					
38					DAKOTA/COMANCHE	RETAIL	436	59557623	3700387	44	
39					RAM PICKUP	RETAIL	437	41842883	2876811	25	
40					OTHER NEW TRUCKS - CHRYSLER CORP.	RETAIL	439				
41					RECREATIONAL VEHICLES	RETAIL	440				
42					OTHER NEW TRUCKS - COMPETITIVE	RETAIL	441				
43					TOTAL TRUCKS RETAIL			274087967	18341789	169	
44					CARS	FLEET	445	3087415	115044	2	
45					TRUCKS	FLEET	446	12147600	398778	8	
46					TOTAL FLEET			15235015	514822	10	
47					TOTAL NEW CAR & TRUCK			452507912	32614892	310	
48					NON-AUTOMOTIVE & OTHER - NEW	450					
49					REPOSSESSED VEHICLE LOSSES	455E					
50					FINANCE & INSURANCE - AUTO	457F					
51					SERVICE CONTRACTS - NEW	458		1577099		119	
52					TOTAL NEW VEHICLE DEPT.			453784912	473313	20	
53											
54											
55					USED CARS	RETAIL	470	92947724	13025029	121	
56					USED TRUCKS	RETAIL	471	51592040	8364129	59	
57					USED CHRYSLER LEASING	RETAIL	472				
58					TOTAL USED VEHICLE - RETAIL			144539764	21439158	180	
59					RECON. COST USED VEHICLES	RETAIL	470D				
60					USED CARS WHOLESALE		473				
61					USED TRUCKS WHOLESALE		474	11978473	1211059	82	
62					USED VEHICLE INVENTORY WRITEDOWN	476G		12850527	702237	35	
63					CUSTOMER REPOSSESSION REFUND	478E					
64					NON-AUTO & OTHER - USED		479				
65					REPOSSESSED VEHICLE LOSSES		480E				
66					FINANCE & INSURANCE - AUTO		481F				
67					SERVICE CONTRACTS - USED		482		604864	71	
68					TOTAL USED VEHICLE DEPT.			626100	50000	39	
69								169995264	23872318		
70					MEMO RETAIL LEASING						
71					RETAIL LEASING CARS						
72					RETAIL LEASING TRUCKS						
73					USED VEHICLE INVENTORY ANALYSIS						
74											
75											
76											
77											

UNITS	DOLLARS	TOTAL INVENTORY CARS	DAYS IN INVENTORY			TOTAL INVENTORY TRUCKS	DAYS IN INVENTORY				
			1-20	21-30	OVER 30		1-20	21-30	OVER 30		

LINE NO.	MONTH DOLLARS ONLY				ACCOUNT		YEAR-TO-DATE			
	SALES	GROSS PROFIT	R.O. NO'S	G.P.M. SALES	NAME	NO.	SALES	GROSS PROFIT	R.O. NO'S	G.P.M. SALES
1					CUSTOMER LABOR - MECHANICAL	550	268 22453	14455333	5216	
2					SERVICE CONTRACTS LABOR - MECHANICAL	551	3 580 90	189495	92	
3					WARRANTY LABOR - MECHANICAL	552	82 179 89	41021 19	1679	
4					ROAD READY LABOR	553				
5					LABOR - INTERNAL - MECHANICAL	554	3463538	18	925	
6					CUSTOMER LABOR - NON-AUTO	555				
7					SUBLET WORK - MECHANICAL	556	2023521	260943		
8					SUBLET WORK - WARRANTY - MECH.	557	3 498 00	18919		
9					GAS, OIL - LUBRICANTS	558	19 885 50	718019		
10					UNAPPLIED/VARIANCE LABOR MECH.	559D		758496		
11					TOTAL MECHANICAL DEPT.		428 242 91	189 869 32		
12					CUSTOMER LABOR - BODY & PAINT	560	118 536 88	6424223	281	
13					WARRANTY LABOR - BODY & PAINT	562	7 646 80	385125	232	
14					LABOR INTERNAL - BODY & PAINT	563	112547	18	117	
15					SUBLET WORK - BODY & PAINT	564	3 705 72	102254		
16					SUBLET WORK - WARRANTY - B & P	565	76060	5974		
17					BODY & PAINT SHOP MATERIALS	566	1922191	71708		
18					UNAPPLIED/VARIANCE LABOR B & P	567D		3474309		
19					TOTAL BODY & PAINT DEPT.		16108628	4157425		
20					P & A - CUST. R.O. MECHANICAL	570	209 823 45	95925 09		
21					P & A - SERVICE CONTRACTS - MECHANICAL	571	8 190 36	192562		
22					P & A - WARRANTY-MECHANICAL	572	168 233 38	3622936		
23					P & A - COUNTER RETAIL	573	19 761 83	771278	816	
24					P & A - COUNTER WHOLESALE	574	119 338 00	2434190	2531	
25					P & A - INTERNAL - MECHANICAL	575	31 303 93	18		
26					P & A - REPAIR ORDERS - BODY & PAINT	580	84 600 66	3258106		
27					P & A - WARRANTY-BODY & PAINT	582	555233	110790		
28					P & A - INTERNAL-BODY & PAINT	583	684	18		
29					PURCHASE DISCOUNTS - P & A	585E				
30					WHOLESALE COMPENSATION	586F		1381927		
31					P & A - INVENTORY ADJUSTMENTS	587G		783970		
32					TIRES AND TUBES	590	959412	377616		
33					NON-AUTO & MISCELLANEOUS	595				
34					TOTAL P & A DEPARTMENT		65657050	22536224		
35					TOTAL ALL DEPARTMENTS		749367195	104212153		
36					P-3, L-52 + 68 + P-4, L-11 + 19 + 34					

OTHER INCOME AND OTHER DEDUCTIONS									
ACCOUNT		ACCT. NO.	MONTH DOLLARS ONLY	YEAR-TO-DATE	ACCOUNT		ACCT. NO.	MONTH DOLLARS ONLY	YEAR-TO-DATE
OTHER INCOME					OTHER DEDUCTIONS				
41	CASH DISCOUNTS EARNED	601		242223	701	CASH DISCOUNTS ALLOWED			
42	INTEREST EARNED	603		904578	704	BONUSES			2301923
43	GAIN ON DISPOSAL OF CAP. ASSETS	608			708	LOSS ON DISPOSAL OF CAP. ASSETS			296500
44	MISCELLANEOUS INCOME	609		5002020	709	MISCELLANEOUS DEDUCTIONS			102584
45	VEHICLE LEASE & RENTAL INCOME	615		4116539	715	VEHICLE LEASE & RENTAL EXPENSE			8846016
46	TOTAL OTHER INCOME			10275360		TOTAL OTHER DEDUCTIONS			5525023

RECEIVABLE ANALYSIS									
TOTAL RECEIVABLE		AGE ANALYSIS							
		1-30	31-60	61-90	91-120	121 & OVER	ALLOW. FOR DOUBTFUL		
50	SERVICE & PARTS ACCTS (P-1, L-8)								
51	VEHICLE ACCOUNTS (P-1, L-9)								
52	CUSTOMER NOTES (P-1, L-10)								
53	OTHER RECEIVABLES (P-1, L-11)								
54	WARRANTY SERVICE A/C 118A (P-1, L-12)								
55	WARRANTY SUSPENSE (MEMO)								
56	OFFICERS & EMP. ACCTS. (P-1, L-55)								

PERSONNEL SUMMARY									
VEHICLE SALES					MECH. SERV.	B & P SERV.	PARTS	ADM.	TOTAL
NEW	USED	F & I	FL						
60	EXEC. OWNER								
61	MANAGEMENT								
62	SALES PERSONS								
63	CLERICAL								
64	OTHER								
65	RETAIL MECHANICS								
66	INTERNAL MECHANICS								
67	TOTAL PERSONNEL								
68	RETAIL								
69	INTERNAL								
70	TOTAL PAYROLL CURRENT MONTH								
71									
72									
73									
74									
75	LABOR RATES				DOLLARS		CENTS		
76	RETAIL								
77	WARRANTY								
78	INTERNAL								
	BODY & PAINT								

INVENTORY ANALYSIS			
VEHICLE LINES	UNITS	VEHICLE LINES	UNITS
COLT		NY 5TH AVE. (Y)	
		IMPERIAL (Y)	
SUMMIT		TC BY MASERATI	
LASER			
TALON		VOYAGER / CARAVAN	
DAYTONA		TOWN & COUNTRY	
STEALTH		RAM WAGON	
VISTA		CARAVAN (CV)	
SUNDANCE / SHADOW		RAM VAN	
LEBARON SEDAN (A)		WRANGLER	
ACCLAIM / SPIRIT		CHEROKEE / BRIARWOOD	
PREMIER		RAMCHARGER / GR. WAGON	
MONACO		RAM 50	
LEBARON COUPE / CONV. (J)			
N.Y. SALON/DYNASTY (C)		DAKOTA / COMANCHE	
		RAM PICKUP	
		RECREATIONAL VEHICLES	
OTHER NEW CARS - CHRYSLER CORP.		OTHER NEW CARS - COMPETITIVE	
OTHER NEW TRUCKS - CHRYSLER CORP.		OTHER NEW TRUCKS - COMPETITIVE	



ALER: PAAS MOTORS INC.

CITY

STATE

PERIOD OF 1-1-92 TO 12-31-92

DIVISION NAME

ZONE NAME

GROUP NUMBER

DEALER CODE

FINAL

BALANCE SHEET

ASSETS		ACCT. NO.	AMOUNT	LINE NO.	LIABILITIES AND NET WORTH		ACCT. NO.	AMOUNT
<b>CURRENT ASSETS:</b>				1	<b>CURRENT LIABILITIES:</b>			
CASH ON HAND		101	2966.65	2	ACCOUNTS PAYABLE		201	83822.69
CASH IN BANK		103	54944.36	3	CUSTOMER REFUNDS-PAYABLE		202	
CASH ON DEPOSIT		104	16000.00	4	NOTES PAYABLE		203	
CONTRACTS IN TRANSIT		106		5	DIVIDENDS PAYABLE		205	
<b>TOTAL CASH AND EQUIVALENT (LINES 2-5)</b>			<b>73916.01</b>	6	VEHICLE PROTECTION/EXTENDED WARRANTY		207	
<b>RECEIVABLES:</b>				7	CREDIT BALANCES-SERVICE PARTS, VEHICLES & OTHER RECEIVABLES		110-111	24100.00
SERVICE & PARTS ACCOUNTS	PAST DUE	110	59779.94	8	WSC ADVANCE PAYMENT		116A-1	10015.00
VEHICLE ACCOUNTS		111	971.00	9	<b>TOTAL ACCOUNTS &amp; NOTES PAYABLE (LINES 2-8)</b>			<b>117937.69</b>
CUSTOMER NOTES		112		10	<b>ACCRUED EXPENSES:</b>			
OTHER RECEIVABLES		114	11306.02	11	PAYROLL AND EQUIVALENT		210	4803.24
WARRANTY/ROAD READY		116A	15783.91	12	INTEREST		212	
COLD BACK		116B	40768.61	13	INSURANCE		213	
SPECIAL VEHICLE INCOME		116C		14	TAXES-PAYROLL		214	830.13
FLOOR PLAN ALLOWANCE		116D	1266.36	15	TAXES-OTHER THAN PAYROLL & INCOME		215	35184.09
WHOLESALE COMPENSATION - PARTS		116E		16	INCOME TAXES		216	
INVENTORY REBATES		116F	3292.48	17	OTHER ACCRUED EXPENSES		217	13612.76
OTHER		116G	6157.70	18	<b>TOTAL ACCRUED EXPENSES (LINES 11-17)</b>			<b>53530.22</b>
<b>TOTAL FACTORY RECEIVABLES (LINES 12 THRU 19)</b>			<b>67269.06</b>	19	<b>FLOOR PLAN LIABILITY:</b>			
ALLOWANCE FOR DOUBTFUL ACCOUNTS		118		20	NEW CARS AND TRUCKS		220	151532.96
<b>NET RECEIVABLES (LINES 8 THRU 11 + 20 - 21)</b>			<b>139326.02</b>	21	DEMONSTRATORS		226	
DEBT FROM FINANCE & INSURANCE CO.'S - CURRENT		119	585.39	22	USED CARS AND TRUCKS		227	
<b>TOTAL RECEIVABLES (LINES 22 &amp; 23)</b>			<b>140214.41</b>	23	USED CARS AND TRUCKS CHRYSLER LEASING		228	
<b>INVENTORIES:</b>				24	OTHER INVENTORIES		230	
CARS - CHRY PLY	UNITS	120	440877.08	25	<b>TOTAL FLOOR PLAN LIABILITY (LINES 20-24)</b>			<b>1509020.64</b>
DODGE, EAGLE	OVER 60 DAYS	122	63119.54	26	<b>TOTAL CURRENT LIABILITIES (LINES 9 + 18 + 25)</b>			<b>165129.55</b>
IMPORT - CARS		123	118266.70	27	<b>WORKING CAPITAL</b>			
TRUCKS: (INCL. IMPORTS)		124		28	GUIDE \$			
CREATIONAL		125		29	ACTUAL \$			
VEHICLES		126	168666.32	30	<b>OTHER LIABILITIES:</b>			
OTHER NEW		127	10592.89	31	SECURITY DEPOSITS - LEASE VEHICLES		240	
CARS & TRKS.		128	26461.70	32	RESERVE FOR REPOSSESSION LOSSES		250	
<b>TOTAL NEW VEH. (LINES 27 THRU 32)</b>			<b>10592.89</b>	33	DRIVER EDUCATION CARS		255	
USED CARS		129	134503.21	34	LEASE/RENTAL VEHICLES		256	134998.56
CARS		130	399120.59	35	COMPANY CARS & SERVICE VEHICLES		258	
TRUCKS		131	266036.50	36	<b>TOTAL OTHER LIABILITIES (LINES 31-35)</b>			<b>134423.16</b>
CHRYSLER LEASING		132	8706.21	37	<b>LONG TERM DEBT:</b>			
<b>TOTAL USED VEHICLES (LINES 33-37)</b>			<b>8706.21</b>	38	NOTES PAYABLE - CAPITAL LOANS		260	
PARTS & ACCESSORIES - CMC		133	239.44	39	SUBORDINATED NOTES		262	
PARTS & ACCESSORIES - OTHER MFG.		134		40	MORTGAGES PAYABLE		263	
ASS: INVENTORY ADJUSTMENT - PARTS & ACCESS.		135		41	OTHER NOTES & CONTRACTS		265	
TIRES AND TUBES		136		42	<b>TOTAL LONG TERM DEBT (LINES 38-41)</b>			
OTHER AUTOMOTIVE INVENTORIES		137		43	<b>TOTAL LIABILITIES (LINES 26 + 36 + 42)</b>			<b>1816296.41</b>
WIP IN PROCESS		138	3846.97	44	LIFO RESERVE - INVENTORY ADJ.		268	
OTHER SERVICE & PARTS INVENTORIES		139	62299.44	45	<b>NET WORTH:</b>			
<b>TOTAL P&amp;A &amp; MISC. INVTY. (LINES 39 THRU 46)</b>			<b>279053.36</b>	46	CAPITAL STOCK: PREFERRED		270	59200.00
NON-AUTOMOTIVE INVENTORIES		140		47	COMMON		271	
<b>TOTAL INVENTORIES (LINES 33 + 34 + 38 + 47 + 48 + 49)</b>			<b>2325436.54</b>	48	RETAINED EARNINGS		275	1005355.34
MARKETABLE SECURITIES		141		49	DIVIDENDS		277	
PREPAID EXPENSES		142	2684.15	50	INVESTMENTS (PROPRIETOR OR PARTNERS)		280	
<b>TOTAL CURRENT ASSETS (LINES 6 + 24 + 50 + 51 + 52)</b>			<b>2592251.14</b>	51	WITHDRAWALS		285	
<b>OTHER ASSETS:</b>				52	ADJUSTMENTS		290	
OFFICERS & EMPLOYEES ACCOUNTS		151		53	<b>CURRENT EARNINGS BEFORE TAXES</b>			
DEBT FROM FINANCE & INSURANCE COMPANIES DEFERRED		152	1500.00	54	<b>UNIT SALES FROM PAGE 3:</b>			
DEPOSITS ON CONTRACTS		153		55	CHRY	NEW	OTHER	USED
CASH VALUE OF LIFE INSURANCE		154		56	JAN			
DRIVER EDUCATION CARS	UNITS	155		57	FEB			
LEASE/RENTAL VEHICLES	UNITS	156	137012.91	58	MAR			
OTHER ASSETS & INVESTMENTS		157		59	APR			
<b>TOTAL OTHER ASSETS (LINES 55 THRU 61)</b>			<b>135512.91</b>	60	MAY			
<b>LAND, BLDGS. &amp; EQUIPT. (AUTO BUSINESS ONLY)</b>				61	JUN			
LAND		160		62	JUL			
BLDG. & BLDG. EQUIPT.		161	129926.59	63	AUG			
SERVICE EQUIPMENT		162	62155.85	64	SEP			
PARTS & ACCESS. EQUIPT.		163		65	OCT			
CARS/SERV. VEHICLES		164		66	NOV			
FIN. SIGNS & EQUIPT.		165	4909.58	67	DEC			
HOUSEHOLDS		166		68	<b>TOTAL</b>	460	210	463046.2
<b>TOTAL VALUE OF LAND, BLDGS. &amp; EQUIPT. (LINES 64-70)</b>			<b>196992.32</b>	69	<b>ESTIMATED INCOME TAX</b>			
<b>TOTAL ASSETS (LINES 53 + 62 + 71)</b>			<b>2927256.37</b>	70	<b>NET EARNINGS (LINES 68 MINUS 69)</b>			
				71	<b>TOTAL NET WORTH (LINES 46-70)</b>			
				72	<b>TOTAL LIABILITIES AND NET WORTH (LINES 43 + 44 + 71)</b>			

SIGNATURE

DATE

9-13-93



## STATEMENT OF INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	MONTH	% DEPT. G. P.	YEAR TO DATE	% DEPT. G. P.
1	NEW VEHICLE GROSS PROFIT (PAGE 3 - LINE 52)					
2	SALESPERSONS' COMMISSIONS & INCENTIVES - NEW	301	J		502 980 04	
3	SALES MANAGERS' COMMISSIONS & INCENTIVES - NEW	302	K		32 330 00	
4	NEW VEHICLE INVENTORY MAINTENANCE	303	K		4 499 43	
5	POLICY SERVICE - NEW	304	K		2 612 33	
6	TOTAL NEW VEHICLE VARIABLE SALES EXPENSE (LINE 2 THRU 5)	TOTAL	K		14 198 10	
7	NEW VEHICLE VARIABLE GROSS (LINE 1 MINUS LINE 6)				58 631 56	
8	SALESPERSONS' SALARIES - NEW	306	K		449 342 18	
9	SALES MANAGERS' SALARIES - NEW	307	K		9 726 30	
10	OTHER SALARIES - NEW	308	K		39 181 11	
11	ADVERTISING - NEW	309	K		154 85	
12	SALES PERSONNEL TRAINING	310	K		79 546 58	
13	DEMONSTRATION EXPENSE - NEW	312	K		3 572 97	
14	INTEREST ON FLOOR PLAN - NEW	315	K		3 604 95	
15	TOTAL SEMI-FIXED SALES EXPENSE - NEW (LINES 8 THRU 14)	TOTAL	K		43 425 72	
16	NEW VEHICLE NET (LINE 7 MINUS LINE 15)				92 411 32	
17	USED VEHICLE GROSS PROFIT (PAGE 3 - LINE 68)				250 930 56	
18	SALESPERSONS' COMMISSIONS & INCENTIVES - USED	321	K		250 131 43	
19	SALES MANAGERS' COMMISSIONS & INCENTIVES - USED	322	K		29 951 00	
20	USED VEHICLE INVENTORY MAINTENANCE	323	K		2 200 00	
21	POLICY & WARRANTY SERVICE - USED	324	K		5 711 48	
22	TOTAL USED VEHICLE VARIABLE SALES EXPENSE (LINES 18 THRU 21)	TOTAL	K		18 282 62	
23	USED VEHICLE VARIABLE GROSS (LINE 17 MINUS LINE 22)				56 147 10	
24	SALESPERSONS' SALARIES - USED	326	K		193 955 33	
25	SALES MANAGERS' SALARIES - USED	327	K		5 148 59	
26	OTHER SALARIES - USED	328	K		254 13	
27	ADVERTISING - USED	329	K		38 214 01	
28	DEMONSTRATION EXPENSE - USED	332	L		1 269 51	
29	INTEREST ON FLOOR PLAN - USED	335	L			
30	TOTAL SEMI-FIXED SALES EXPENSE - USED (LINES 24 THRU 29)	TOTAL	L		45 490 54	
31	USED VEHICLE NET (LINE 23 MINUS LINE 30)				148 497 79	
32	BODY AND PAINT					
33	MONTH DOLLARS ONLY	ACCT. NO.	ACCOUNT NAME	ACCOUNT NUMBER	MECHANICAL	
34	J 12	(P. 4 L. 19)	GROSS PROFIT	(P. 4 L. 11)	J 12	
35	J 13	340B	SALARIES	340A	J 13	186 957 58
36	J 14	341B	VACATION & TIME OFF	341A	J 14	64 468 77
37	J 15	342B	TRAINING & ADVERTISING	342A	J 15	11 189 50
38	J 16	343B	SUPPLIES, TOOLS & LAUNDRY	343A	J 16	10 511 50
39	J 17	344B	SERVICE VEHICLE EXPENSE	344A	J 17	15 322 51
40	J 18	345B	POLICY ADJUSTMENTS	345A	J 18	259 89
41	J 19	346B	DEPRECIATION MAINT. REPAIR & RENTAL EQUIP.	346A	J 19	250 94 52
42	J 20	348B	SALES EXPENSE (LINES 35 THRU 41)	348A	J 20	27 400 27
43	J 21	349B	DEPT. NET (LINE 34 MINUS LINE 42)	349A	J 21	158 324 36
44	J 22				J 22	28 635 52
45	J 23				J 23	204 777 16
46	J 24				J 24	53 981 02
47	J 25				J 25	1 885 41
48	J 26				J 26	25 647 71
49	J 27				J 27	1 698 31
50	J 28				J 28	3 60
51	J 29				J 29	1 317 02
52	J 30				J 30	5 652
53	J 31				J 31	61 506 59
54	J 32				J 32	144 922 27
55	PARTS DEPT. GROSS PROFIT (PAGE 4 - LINE 34)					
56	SALARIES, WAGES & INCENTIVES - PARTS	350	L			
57	PERSONNEL TRAINING & ADVERTISING	352	L			
58	SUPPLIES, TOOLS & LAUNDRY	353	L			
59	FREIGHT	354	L			
60	POLICY ADJUSTMENTS - PARTS	355	L			
61	PARTS VEHICLE EXPENSE	356	L			
62	DEPRECIATION, MAINTENANCE, REPAIR & RENTAL - EQUIPMENT	357	L			
63	TOTAL PARTS DEPT. SALES EXPENSE (LINES 45 THRU 51)	TOTAL	L			
64	PARTS NET (LINE 44 MINUS LINE 52)					
65	FIXED EXPENSE					
66	SALARIES & WAGES - ADMINISTRATIVE & GENERAL	362	M			
67	EMPLOYEE BENEFITS	363	M			
68	PAYROLL TAXES	365	M			
69	ADVERTISING GENERAL & INSTITUTIONAL	367	M			
70	STATIONERY, OFFICE SUPPLIES & POSTAGE	368	M			
71	LEGAL AUDITING, COLLECTION & OTHER OUTSIDE SERVICES	370	M			
72	COMPANY CAR EXPENSE	371	M			
73	DUES, SUBSCRIPTIONS & CONTRIBUTIONS	372	M			
74	DATA PROCESSING SERVICES	373	M			
75	TRAVEL & ENTERTAINMENT	374	M			
76	BAD DEBTS	377	M			
77	MISCELLANEOUS	378	M			
78	RENT & EQUIVALENT	380	M			
79	MAINTENANCE & REPAIRS - REAL ESTATE	381 THRU 386	M			
80	INTEREST (OTHER THAN FLOOR PLAN & MORTGAGE)	387	M			
81	INSURANCE, TAXES & LICENSES (OTHER THAN PAYROLL & REAL ESTATE)	388	M			
82	DEPRECIATION, MAINTENANCE & RENTAL - FURNITURE, SIGNS & EQUIPMENT	389	M			
83	HEAT, LIGHT POWER & WATER	390	M			
84	TELEPHONE	391 THRU 393	M			
85	TOTAL FIXED EXPENSE (LINES 55 THRU 73)	TOTAL	M			
86	SALARIES - OWNERS & OFFICERS	395	M			
87	TOTAL EXPENSES (LINES 6, 15, 22, 30, 42B, 42M, 52, 74 & 75)	TOTAL	M			
88	OPERATING PROFIT (LINES 16, 31, 43B, 43M, 53 MINUS LINES 74 & 75)					
89	OTHER INCOME AND (DEDUCTIONS) - NET (PAGE 4 - LINE 46)					
90	NET EARNINGS OR (LOSS) - BEFORE INCOME TAX (LINE 77 PLUS OR MINUS LINE 78)					

MONTH DOLLARS ONLY										YEAR-TO-DATE													
SALES			GROSS PROFIT			UNITS		PER UNIT		ACCOUNT			SALES			GROSS PROFIT			UNITS		PER UNIT		
										NAME			NO.										
1	NEW									COLT	RETAIL	401	2444009			134424							
2											RETAIL												
3										SUMMIT	RETAIL	403											
4											RETAIL												
5										LASER	RETAIL	404											
6										TALON	RETAIL	405											
7										DAYTONA	RETAIL	406	9341075			671737							
8										STEALTH	RETAIL	407	5682154			381731							
9											RETAIL												
10										VISTA/SUMMIT WAGON	RETAIL	408											
11										SUNDANCE/SHADOW	RETAIL	409	78730380			5501659							
12											RETAIL												
13										LEBARON SEDAN (A)	RETAIL	410											
14										ACCLAIM/SPIRIT	RETAIL	411	78788496			6922306							
15										PREMIER	RETAIL	414											
16										MONACO	RETAIL	415	3088655			553558							
17										LEBARON COUPE/CONV. (J)	RETAIL	416											
18										INTREPID / VISION (LH)	RETAIL	417	6535913			367362							
19										N.Y. SALON/DYNASTY (C)	RETAIL	418	25446710			2628447							
20										CONCORDE (LH)	RETAIL	419											
21											RETAIL												
22										N.Y. 5TH AVENUE (Y)	RETAIL	421											
23										IMPERIAL (Y)	RETAIL	422											
24										VIPER	RETAIL	423											
25										OTHER NEW CARS - CHRYSLER CORP.	RETAIL	425											
26										OTHER NEW CARS - COMPETITIVE	RETAIL	426											
27										TOTAL CARS RETAIL			229692392			1710124							
28										VOYAGER/CARAVAN	RETAIL	427	29130595			18747032							
29										TOWN & COUNTRY	RETAIL	428											
30										RAM WAGON	RETAIL	429	1967100			218693							
31										CARAVAN C/V	RETAIL	430											
32										RAM VAN	RETAIL	431	30643584			3019736							
33										WRANGLER	RETAIL	432											
34										CHEROKEE/BRIARWOOD	RETAIL	433											
35										RAMCHARGER	RETAIL	434											
36										RAM 50	RETAIL	435	1305200			203979							
37										DAKOTA/COMANCHE	RETAIL	436	81708476			5783059							
38										RAM PICKUP	RETAIL	437	13705406			1077469							
39										Gr CHIROKEE/Gr WAGONEER	RETAIL	438											
40										OTHER NEW TRUCKS - CHRYSLER CORP.	RETAIL	439											
41										RECREATIONAL VEHICLES	RETAIL	440											
42										OTHER NEW TRUCKS - COMPETITIVE	RETAIL	441											
43										TOTAL TRUCKS RETAIL			420460361			29044865							
44										CARS	FLEET	445	41442500			179025							
45										TRUCKS	FLEET	446	2895020			1803373							
46										TOTAL FLEET			32503000			1952298							
47										TOTAL NEW CAR & TRUCK			662660753			42583590							
48										NON-AUTOMOTIVE & OTHER - NEW	450												
49										REPOSSESSED VEHICLE LOSSES	455E												
50										FINANCE & INSURANCE - AUTO	457F												
51										SERVICE CONTRACTS - NEW	458		714000			2540659							
52										TOTAL NEW VEHICLE DEPT.			653378253			223225							
53																50298004							

LINE NO.	MONTH DOLLARS ONLY					DEPARTMENTAL GROSS PROFIT ANALYSIS					YEAR - TO - DATE				
	SALES	GROSS PROFIT	R.O. NO'S	G.P. % SALES	ACCOUNT NAME	NO.	SALES	GROSS PROFIT	R.O. NO'S	G.P. % SALES	SALES	GROSS PROFIT	R.O. NO'S	G.P. % SALES	
1	V 19	X 1	Y 12		CUSTOMER LABOR - MECHANICAL	550	V 19	257,669.26	X 1	135,736.96	V 19				
2	V 20	X 2	Y 13		SERVICE CONTRACTS LABOR - MECHANICAL	551	V 20	492,850	X 2	342,400	V 20				
3	V 21	X 3	Y 14		WARRANTY LABOR - MECHANICAL	552	V 21	500,614.9	X 3	402,363.5	V 21				
4	V 22	X 4	Y 15		ROAD READY LABOR	553	V 22		X 4		V 22				
5	V 23	X 5	Y 16		LABOR - INTERNAL - MECHANICAL	554	V 23	36,201.93	X 5	6,100	V 23				
6	V 24	X 6			CUSTOMER LABOR - NON-AUTO	555	V 24		X 6		V 24				
7	W 1	X 7			SUBLET WORK - MECHANICAL	556	W 1	272,484.45	X 7	242,214	W 1				
8	W 2	X 8			SUBLET WORK - WARRANTY - MECH.	557	W 2	231,745	X 8	(29,350)	W 2				
9	W 3	X 9			GAS, OIL - LUBRICANTS	558	W 3	230,174.8	X 9	810,725	W 3				
10	W 4	X 10			UNAPPLIED/VARIANCE LABOR MECH.	559D	W 4		X 10	(400,000)	W 4				
11	W 5	X 11			TOTAL MECHANICAL DEPT.		W 5	431,504.79	X 11	186,357.88	W 5				
12	W 6	X 12			CUSTOMER LABOR - BODY & PAINT	560	W 6	130,072.44	X 12	68,452.26	W 6				
13	W 7	X 13			WARRANTY LABOR - BODY & PAINT	562	W 7	542,301	X 13	272,641	W 7				
14	W 8	X 14			LABOR INTERNAL - BODY & PAINT	563	W 8	82,310.8	X 14	2	W 8				
15	W 9	X 15			SUBLET WORK - BODY & PAINT	564	W 9	399,401	X 15	137,030	W 9				
16	W 10	X 16			SUBLET WORK - WARRANTY - B & P	565	W 10	553,23	X 16	20,422	W 10				
17	W 11	X 17			BODY & PAINT SHOP MATERIALS	566	W 11	20,578.53	X 17	75,098.8	W 11				
18	W 12	X 18			UNAPPLIED/VARIANCE LABOR B & P	567D	W 12		X 18	(22,997.27)	W 12				
19	W 13	X 19			TOTAL BODY & PAINT DEPT.		W 13	169,583.10	X 19	57,825.06	W 13				
20	W 14	X 20			P & A - CUST. R.O. MECHANICAL	570	W 14	201,875.70	X 20	76,477.13	W 14				
21	W 15	X 21			P & A - SERVICE CONTRACTS - MECHANICAL	571	W 15	129,406.7	X 21	34,624.3	W 15				
22	W 16	X 22			P & A - WARRANTY - MECHANICAL	572	W 16	167,933.92	X 22	34,552.11	W 16				
23	W 17	X 23			P & A - COUNTER RETAIL	573	W 17	19,510.36	X 23	7,326.83	W 17				
24	W 18	X 24			P & A - COUNTER WHOLESALE	574	W 18	95,325.15	X 24	19,076.12	W 18				
25	W 19	X 25			P & A - INTERNAL - MECHANICAL	575	W 19	24,374.32	X 25	-	W 19				
26	W 20	X 26			P & A - REPAIR ORDERS - BODY & PAINT	580	W 20	123,532.44	X 26	38,594.31	W 20				
27	W 21	X 27			P & A - WARRANTY - BODY & PAINT	582	W 21	52,850	X 27	12,160	W 21				
28	W 22	X 28			P & A - INTERNAL - BODY & PAINT	583	W 22	9,305	X 28	0	W 22				
29	W 23	X 29			PURCHASE DISCOUNTS - P & A	585E	W 23		X 29	15,523.42	W 23				
30	W 24	X 30			WHOLESALE COMPENSATION	586F	W 24		X 30	6,126.15	W 24				
31	W 25	X 31			P & A - INVENTORY ADJUSTMENTS	587G	W 25		X 31		W 25				
32	W 26	X 32			TIRES AND TUBES	590	W 26	6,903.45	X 32	1,266.55	W 26				
33	W 27	X 33			NON-AUTO & MISCELLANEOUS	595	W 27		X 33		W 27				
34	W 28	X 34			TOTAL P & A DEPARTMENT		W 28	650,487.13	X 34	200,477.16	W 28				
35	W 29	X 35			TOTAL ALL DEPARTMENTS		W 29	102,542,124	X 35	18,043,763.1	W 29				
36	W 30	X 36			P-3, L-52 + 68 + P-4, L-11 + 19 + 34		W 30		X 36		W 30				

38	OTHER INCOME AND OTHER DEDUCTIONS														
39	ACCOUNT		ACCT. NO.	MONTH DOLLARS ONLY		YEAR - TO - DATE		ACCOUNT		ACCT. NO.	MONTH DOLLARS ONLY		YEAR - TO - DATE		
40	OTHER INCOME							OTHER DEDUCTIONS							
41	CASH DISCOUNTS EARNED	601	Y 22			Y 22	18,520.65	CASH DISCOUNTS ALLOWED	701	Z 5			Z 5	24,343.82	
42	INTEREST EARNED	603	Y 23			Y 23	5,705.66	BONUSES	704	Z 5			Z 5	15,103.10	
43	GAIN ON DISPOSAL OF CAP. ASSETS	608	Z 1			Z 1		LOSS ON DISPOSAL OF CAP. ASSETS	708	Z 1			Z 1		
44	MISCELLANEOUS INCOME	609	Z 2			Z 2	68,923.97	MISCELLANEOUS DEDUCTIONS	709	Z 6			Z 6	2,827.13	
45	VEHICLE LEASE & RENTAL INCOME	615	Z 3			Z 3	40,053.25	VEHICLE LEASE & RENTAL EXPENSE	715	Z 4			Z 4	51,376.74	
46	TOTAL OTHER INCOME		Z 4			Z 4	118,323.50	TOTAL OTHER DEDUCTIONS		Z 10			Z 10	101,902.32	
47	RECEIVABLE ANALYSIS														

RECEIVABLE ANALYSIS									
TOTAL RECEIVABLE				AGE ANALYSIS					
				1-30	31-60	61-90	91-120	121 & OVER	ALLOW. FOR DOUBTFUL
50	SERVICE & PARTS ACCTS (P-1, L-8)	Z 11			AA 1		AA 15		BB 2
51	VEHICLE ACCOUNTS (P-1, L-9)	Z 12			AA 2		AA 16		BB 3
52	CUSTOMER NOTES (P-1, L-10)	Z 13			AA 3		AA 17		BB 4
53	OTHER RECEIVABLES (P-1, L-11)	Z 14			AA 4		AA 18		BB 5
54	WARRANTY SERVICE A/C 116A (P-1, L-12)	Z 15			AA 5		AA 19		BB 6
55	WARRANTY SUSPENSE (MEMO)	Z 16			AA 6		AA 20		BB 7
56	OFFICERS & EMP. ACCTS. (P-1, L-55)	Z 17			AA 7		AA 21		BB 8

PERSONNEL SUMMARY									
VEHICLE SALES				MECH. SERV.	B & P SERV.	PARTS	ADM.	TOTAL	
NEW	USED	F & I	FL						
60	EXEC. OWNER	BB 10	BB 16	BB 22	CC 3	CC 8	CC 16	CC 4	DD 10
61	MANAGEMENT	BB 11	BB 17	BB 23	CC 4	CC 9	CC 17	CC 5	DD 11
62	SALES PERSONS	BB 12	BB 18		CC 5	CC 10	CC 18	CC 6	DD 12
63	CLERICAL	BB 13	BB 19	BB 24	CC 6	CC 11	CC 19	CC 7	DD 13
64	OTHER	BB 14	BB 20	CC 1	CC 7	CC 12	CC 20	CC 8	DD 14
65	RETAIL MECHANICS				CC 8	CC 13	CC 21	CC 9	DD 15
66	INTERNAL MECHANICS				CC 9	CC 14	CC 22	CC 10	DD 16
67	TOTAL PERSONNEL	BB 15	BB 21	CC 2	CC 7	CC 15	CC 23	CC 11	DD 17
68	RETAIL				CC 10	CC 16	CC 24	CC 12	DD 18
69	INTERNAL				CC 11	CC 17	CC 25	CC 13	DD 19

INVENTORY ANALYSIS									
VEHICLE LINES				UNITS	VEHICLE LINES				UNITS
COLT				EE 6	NY 5TH AVE. (Y)				FF 2
				EE 7	IMPERIAL (Y)				FF 3
SUMMIT				EE 8	VIPER				FF 4
LASER				EE 9					FF 5
TALON				EE 10	VOYAGER / CARAVAN				FF 6
DAYTONA				EE 11	TOWN & COUNTRY				FF 7
STEALTH				EE 12	RAM WAGON				FF 8
VISTA / SUMMIT WAGON				EE 13	CARAVAN C/V				FF 9
SUNDANCE / SHADOW				EE 14	RAM VAN				FF 10
LEBARON SEDAN (A)				EE 15	WRANGLER				FF 11
ACCLAIM / SPIRIT				EE 16	CHEROKEE / BRIARWOOD				FF 12
PREMIER				EE 17	RAMCHARGER				FF 13
MONACO				EE 18	RAM 50				FF 14
LEBARON COUPE/CONV (J)				EE 19					FF 15
INTREPID / VISION (LH)				EE 20	DAKOTA / COMANCHE				FF 16
N.Y. SALON / DYNASTY (C)				EE 21	RAM PICKUP				FF 17
CONCORDE (LH)				EE 22	Gr CHEROKEE / Gr WAGONEER				FF 18
				EE 23	RECREATIONAL VEHICLES				FF 19
OTHER NEW CARS - CHRYSLER CORP.				EE 24	OTHER NEW CARS - COMPETITIVE				FF 20
OTHER NEW TRUCKS - CHRYSLER CORP.				EE 25	OTHER NEW TRUCKS - COMPETITIVE				FF 21

THE COUNTY OF ALBANY

AND

THE CAPITAL DISTRICT TRANSPORTATION AUTHORITY

*File  
FC NE  
NComil Pension*

This Agreement made and entered into this 11th day of July 1972 by and between the COUNTY OF ALBANY, NEW YORK, a municipal corporation, with its offices at the County Court House, Eagle Street, Albany, New York 12207 (hereinafter referred to as "County"), and the CAPITAL DISTRICT TRANSPORTATION AUTHORITY, a public benefit corporation, with its offices at 3 Computer Drive, Albany, New York, 12205, (hereinafter referred to as "Authority").

## WITNESSETH:

WHEREAS, the County owns and operates a local public transportation facility, hereinafter referred to as "United Traction Company", and has on hand certain buses, rolling stock, equipment, parts, inventory, real property and other assets of the United Traction Company and County is desirous of discontinuing responsibility for the future operation of said local transportation facility and of transferring all duties, responsibilities and obligations for such future operation, together with rights, privileges and assets thereof, to the Capital District Transportation Authority, which is empowered by law to acquire and operate said transportation facility and has indicated its desire to purchase said facility as a going concern, and

WHEREAS, the value of the assets of the said United Traction Company and the "100 new buses" hereinafter mentioned are substantially in excess of the sum of \$5,200,000.00 but the said County desires to remove itself as operator of a local public transportation system and avoid future deficits which may occur after the closing hereinafter mentioned, and the Authority was created for the purpose of acquiring transportation systems to integrate mass transportation, and

WHEREAS, the Authority duly authorized its Chairman to enter this agreement by its Resolution No. 10-1972, a copy of which is annexed hereto as Attachment A and County authorized the Chairman of the County Legislature to enter into this agreement by its Resolution No. 85 a copy of which is annexed hereto as Attachment B.

set out, the parties hereto agree as follows:

1. The Authority shall purchase buses, rolling stock, equipment, parts, inventory, real property and all other assets and property of the United Traction Company or the County of Albany used in or in connection with public transportation and the "100 new buses" hereinafter mentioned for the sum of \$5,200,000.00 or the sum of the following, whichever is the lesser:

A. The sum which has been paid by the County of Albany for the purchase of the capital stock of the United Traction Company.

B. The sum of money for which the United Traction Company is indebted to vendors and other non-tort claimants at the closing for materials and services.

C. The sum of money which the County of Albany has paid to or is indebted to the United Traction Company (operational deficit) pursuant to Paragraph 6 (a) of a certain agreement between the United Traction Company and the County of Albany dated October 1, 1970. Any accrued but not paid sums to be paid to the United Traction Company by the County of Albany after closing.

D. The "100 new buses" owned by the County of Albany which buses were purchased by the County of Albany with New York State assistance, the price of said buses to be \$2,690,000.00 (having been depreciated at the rate of 7.41% per annum for one year) subject to the repayment provisions of an agreement between the County of Albany and State of New York with respect to the New York State financial assistance given to the County for the purchase of said buses.

2. Prior to closing the Authority's auditors (presently Peat, Marwick, Mitchell & Co.) shall be permitted to examine and audit the books and records of the United Traction Company for the purpose of establishing the sums for Items 1A, 1B, 1C and 1D herein and also for the purpose of ascertaining the following:

A. All potential or asserted claims (meaning all occurrences) pending against United Traction Company and the County of Albany and as to the County of Albany, only those arising out of the operation of the United Traction Company by the County of Albany or related to the ownership of the United Traction Company stock by the County of Albany.



B. All United Traction Company management employees' retirement agreements, plans or arrangements and any other peripheral benefits relating thereto which are not to be unusual or inconsistent with normal business practice or more than those described in a booklet entitled "United Traction Company Benefits".

C. The status of complete, sufficient and proper insurance protection against public liability for tort claims, for workmen's compensation, disability, unemployment, fire, theft and property damage which are to be the usual coverage and for personal injuries retroactively complete to \$100,000.00 per person and to \$1,000,000.00 per accident except the first \$25,000.00.

3. As to any claims or causes of action made against United Traction Company, the County of Albany or the Authority or any third parties, which are in any way related to the activities of the United Traction Company or the County of Albany (as to the County of Albany, only those arising out of the operation of the United Traction Company by the County of Albany or related to the ownership of United Traction Company stock by the County of Albany), the Authority shall pay the same if the United Traction Company or the County of Albany would have been liable providing that the Authority has the absolute right to determine as to any claimant, which shall be paid and which shall be resisted, in or out of court as set forth in Paragraph 5 herein. As to any claims which have been reduced to judgment or where there is not sufficient or timely written notice given to the Authority or where there is a vesting of any obligation to pay so that the rights of the Authority are prejudiced, the Authority shall have no duty or obligation to pay or contest or otherwise be responsible therefor.

4. The Authority shall have no duty or obligation to dissolve, or otherwise have any duty or obligation with respect to the United Traction Company, except as herein expressly set forth, and the County of Albany shall be responsible to give due and timely notice to the Authority of any claim or cause of action of any nature asserted against the United Traction Company or the County of Albany concerning its relationship with the United Traction Company or the operation of a transit system which is in any way connected with the United Traction Company or the County of Albany as operator of "Traction Company" but in no event shall the Authority have any responsibility for any such claim or cause which accrues after closing.

5. As between any claimant and the Authority, the Authority shall have the sole right to determine which of the aforesaid claims or causes it shall pay and in what amount and whether it shall settle or resist the same to final judgment and appeal and at which stage of negotiation, action or proceeding it might settle and shall treat the same in a just and equitable manner.

6. The County of Albany shall cooperate in every proper way with the Authority to minimize the risks as to claims against the Authority, United Traction Company or the County of Albany relating to the claims or causes of action mentioned in Paragraph 4 herein by doing all things required, including but not limited to the following:

A. Supplying complete cooperation in defense against any such claim which the Authority has presented to it by anyone or pursuant to its right to make determinations under Paragraph 5 herein.

B. As to the real property which is to be conveyed to the Authority, taking necessary action to have the same removed from all the tax rolls of taxable property prior to January 1, 1972 so that no real property taxes shall be due and payable for assessments made after the year 1970 and as to other tax obligations, past or future, such as real estate, franchise and sales taxes, supporting such action to minimize or eliminate the same.

C. Cooperate with the Authority in efforts to recover all sales taxes paid by the County on purchases made by United Traction Company or the County relating to the activities of United Traction Company since April 1, 1971.

D. Serving timely written notice upon the Authority of any notice of claim or legal action made against the United Traction Company or the County of Albany as operator of United Traction Company.

7. The County of Albany shall transfer to the Authority the funds in the United Traction Company tort claims contingency fund (to be not less than \$178,000.00) and the Authority shall be responsible for disposing (as set forth in Paragraph 5 herein) of the tort claims which are duly presented to the Authority pursuant to this agreement and which arose out of the operation of the United Traction Company prior to the closing, and with the cooperation of the County of Albany as set forth in Paragraph 6 herein.

8. The County of Albany shall make no claims, other than what is specifically set forth herein; against the Authority for any obligation incurred during the operation of the United Traction Company by the County of Albany or arising out of any relationship between the United Traction Company and the County of Albany.

9. Prior to closing the County of Albany shall have the usual sellers risk of damage or destruction by fire or otherwise, of any assets to be transferred to the Authority.

10. The County of Albany shall at closing provide the usual proof of title to real property and that it is free and clear of all encumbrances including but not limited to judgments and liens.

11. That the Authority honor the prepaid ridership for which sales have been made and collections received by the said County or the said United Traction Company.

12. The County agrees to take whatever steps may be necessary to transfer or assign to the Authority all state and federal grants, which they have received or are entitled to, for the operations, maintenance, rehabilitation and improvement of a public transportation system.

13. This agreement is subject to the approval in all respects of the Urban Mass Transportation Administration, the Division of the Budget, the Department of Transportation and the said County, the audit of the Authority's auditors, and the receipt of applicable Federal and State aid and local share referred to on Pages 86, 180 and 181 of "The Supplemental Budget"; and the County giving good and marketable title to whatever is sold by it to the Authority.

14. At its option the Authority may assign this contract to any public benefit subsidiary formed by it.

15. The closing date of this agreement shall be at 12:01 PM, August 7, 1972 at which time the Authority will assume complete control and responsibility for the operation of the said system subject to the provisions of Paragraph 13 hereof. The amount the County is required to repay to the State of New York for the "100 new buses" plus 10% of the amount of the purchase price computed herein pursuant to Subdivisions A, B and C of Paragraph 1 shall be retained at the closing by the Authority subject to the audits provided for herein and the approvals of other governmental agencies and bodies referred to herein.

WHEREAS, an agreement was made between the County of Albany and the Capital District Transportation Authority dated October 21, 1971 for the purchase of the assets and the leasing of certain "100 new buses" which agreement has not been performed because of the unavailability of sufficient funds and such funds are now available and a new agreement is made to reflect the current situation;

NOW, THEREFORE, BE IT

RESOLVED, that the Chairman of the Authority be and hereby is authorized to enter into an agreement with the County of Albany to purchase the said assets of the United Traction Company and certain "100 new buses" from the said County; said agreement to contain the terms and be in the form of the agreement annexed hereto and for the total purchase price to be not in excess of \$ 5,200,000.00 , the final purchase price to be set as provided for in said agreement.

#### CERTIFICATE

The undersigned duly qualified and acting as Secretary of the Capital District Transportation Authority, certifies that the foregoing is a true and correct copy of a Resolution, adopted at a legally convened meeting of the Capital District Transportation Authority held on the 11th day of July, 1972.

DATED: *July 11, 1972*

*Hamilton D. South*  
General Hamilton D. South, Secretary

The following resolution was moved by Gen. South  
and seconded by Mr. Travers and duly passed.

WHEREAS, the County of Albany is the owner or is in control of certain buses, equipment, real property, and other assets used in or in connection with public transportation (hereinafter called "the assets") a part of which is or was formerly owned by the United Traction Company and used for the purpose of public transportation the capital stock of which company was purchased by the County of Albany pursuant to an agreement between said County and Company dated October 1, 1970, which public transportation has been continued by the said Company and County; and

WHEREAS, pursuant to the purposes and powers of the Capital District Transportation Authority and Action Plan Number One of the Authority, it is in the best interests of the transportation district for the Authority or a subsidiary established by it to manage, control and direct the operation of the facilities, equipment and aforesaid property for public transportation, the strengthening and improvement of transportation and related services within the jurisdiction of the Authority and for the purpose of implementing the Capital Improvements Projects Program of the Authority and consistent with the overall transportation plan of the Authority; and



10. This agreement supersedes any and all other agreements which may have been made between the parties and both parties by the execution of this agreement release the other and agree to indemnify and hold the other harmless from any and all claim, claims, cause or causes of action of each and every nature arising out of any other agreement which may have been made between the parties hereto.

IN WITNESS WHEREOF, the parties hereto have hereunto affixed their corporate seals and caused these premises to be signed by their duly authorized officers the day and year first above written.

THE COUNTY OF ALBANY

BY

Charles E. Cahill

THE CAPITAL DISTRICT TRANSPORTATION AUTHORITY

BY

Maynard J. Deane

APPROVED:

\_\_\_\_\_, 1972

\_\_\_\_\_  
T.W. Parker  
Commissioner of Transportation

APPROVED:

\_\_\_\_\_, 1972

\_\_\_\_\_  
Arthur Levitt  
Comptroller of the State of New York

APPROVED:

\_\_\_\_\_, 1972

\_\_\_\_\_  
Richard L. Dunham  
Director, Division of the Budget of  
the State of New York

APPROVED:

\_\_\_\_\_, 1972

\_\_\_\_\_  
Urban Mass Transportation Administration  
United States of America

ALBANY AND THE CAPITAL DISTRICT TRANSPORTATION AUTHORITY FOR THE  
ACQUISITION OF THE ASSETS OF THE UNITED TRACTION COMPANY

By Mr. Devane:

WHEREAS, The County Legislature of the County of Albany, by Resolution No. 129 adopted October 7, 1971, authorized the sale of the assets of the United Traction Company to the Capital District Transportation Authority and agreed to lease to the said Authority "100 new buses" owned by the County of Albany, and

WHEREAS, It has now been determined that it would be in the best interest of the Authority to purchase said "100 new buses", and

WHEREAS, It would be in the best interest of the County of Albany and the public transportation generally within the Capital District region for the Authority to own and operate the United Traction Company, now, therefore, be it

RESOLVED, By the County Legislature of the County of Albany, that the County of Albany does hereby agree to sell to the Capital District Transportation Authority all the assets of the United Traction Company together with "100 new buses" for a sum not to exceed \$5,200,000.00 and in accordance with the terms of the Agreement attached hereto as Exhibit "A" and made a part hereof, and, be it further

RESOLVED, That the Chairman of the County Legislature is hereby authorized to enter into an Agreement and to execute the necessary documents to effectuate the sale of the assets of the United Traction Company to the Capital District Transportation Authority together with the sale of "100 new buses" to the Authority by the County of Albany. The said Agreement is to be substantially in the form of the Agreement attached hereto as Exhibit "A", and to be approved as to form by the County Attorney, and, be it further

RESOLVED, That the Clerk of the County Legislature be, and he hereby is, directed to forward certified copies of this resolution to the proper County, State and Federal officials.

On roll call vote resolution was adopted unanimously.

State of New York)  
County of Albany ) ss  
I hereby certify that the foregoing is a  
true and correct transcript of resolution  
daily adopted by the (County Legislature) of  
Albany County on the 17 day of July  
1922 and of the whole thereof.  
Date Albany N. Y.  
July 18 1922 Samuel A. Pyra  
Clark of the County Legislature

AGREEMENT  
BETWEEN  
UNITED TRACTION COMPANY  
AND  
COUNTY OF ALBANY, NEW YORK

This agreement dated September , 1970 (hereinafter called the "Agreement") between United Traction Company, a domestic corporation with its principal office in the City and County of Albany, State of New York, (hereinafter called the "Company") and County of Albany, New York, a municipal corporation, (hereinafter called the "County");

WITNESSETH:

WHEREAS, the Company is engaged in the business of operating an omnibus system under permission of the Public Service Commission of the State of New York as described in and certified in Case No. 15855 by order dated February 13, 1952; and

WHEREAS, because of financial difficulties resulting in substantial losses by the Company it has petitioned on August 12, 1970, the Public Service Commission of the State of New York to abandon all of its omnibus operations, hereinafter described; and

WHEREAS, in the judgment of the County the continuance of omnibus service as now provided by the Company is in the best interest of the people of the County of Albany; and

WHEREAS, to assure the continuance of said omnibus service the County is desirous and willing to acquire by purchase, all of the stock of the Company under the terms and conditions hereinafter set forth; and

WHEREAS, the authorized common no-par stock (\$10. stated value each) consists of 65,220 shares as set forth in the amended Articles of Incorporation of the Company and in the Public Service Commission Order dated January 21, 1944 in Case No. 10080; and

WHEREAS, by reason of authority granted by the Public Service Commission in Orders dated December 3, 1955 - Case No. 17513 and April 30, 1956 - Case No. 17708, the Company retired and reacquired certain of its stock hereinbefore described so that the number of shares issued and outstanding is now 25,522 shares and the number of shares held as Treasury Stock is now 37,835 shares; and

WHEREAS, of the 25,522 shares issued and outstanding, 45 shares are represented by Voting Trust Certificates which have not been presented for exchange so that the total number of shares entitled to vote is 25,477; and

WHEREAS, the common stock hereinbefore described represents all of the stock of the Company and that there are no other class or classes of stock authorized, issued or outstanding;

NOW, THEREFORE, in consideration of the premises and the respective covenants, representations and agreements hereinafter contained, it is mutually covenanted and agreed by and between the parties hereto that they will carry out the following agreement:

1. The County hereby agrees to purchase and hereby offers to purchase all outstanding shares of common stock of the Company as aforesaid from each of its shareholders for the sum of \$24.50 a share, such transfer and sale to take place at the closing defined in paragraph 2 below.

2. The closing of the transaction described in paragraph 1 shall take place at the main office of the Company at 110 Watervliet Avenue, Albany, New York, on April 1, 1971 at 11:00 o'clock a.m., or at said time and date at such other place as may be agreed upon by the parties hereto.

3. The County as a condition of said offer to purchase will require acceptance of the aforesaid offer by shareholders owning two-thirds of the issued and outstanding shares of the Company on or before October 1, 1970. As a further condition of said offer said shareholders shall deliver on or before November 2, 1970 free and clear of all liens and encumbrances, the certificates evidencing the shares of the Company in negotiable form, duly endorsed, together with all requisite transfer stamps to the Trust Department of the National Commercial Bank and Trust Company, as Escrow Agent. The Escrow Agent shall deliver said shares so tendered to the County on the closing date hereinabove provided upon receipt of the purchase price therefor and shall promptly deliver to the shareholders accepting said offer as aforesaid the purchase price for said shares. The Company shall notify the County in writing by certified mail of the receipt by the Escrow Agent of acceptance of the County's offer as aforesaid by shareholders owning two-thirds of the issued and outstanding shares of the Company.

4. The Company agrees as follows:

(a). To call a meeting of shareholders on or before September 28, 1970 for the purpose of approving and ratifying this agreement.

(b). To recommend to the shareholders the acceptance of the offer of the County.

(c). To forward to shareholders with the notice of meeting a document in a form acceptable to the County to be executed by shareholders accepting said offer of the County.



5. In the event of the acceptance by shareholders owning two-thirds of the issued and outstanding shares of the Company of the offer of the County as aforesaid, then and in that event, the Company agrees as follows:

(a). To continue to provide omnibus service in accordance with existing schedules and routes unless with prior approval of the County permission is obtained from the Public Service Commission to alter or abandon the routes presently existing.

(b). To petition the Public Service Commission of the State of New York for a <sup>change in</sup> ~~reduction~~ of its tariffs if so requested by the County.

(c). To preserve and maintain the Company's assets except as affected by activities and transactions in the normal course of business.

(d). To make no change in or amendment to its Certificate of Incorporation except as may be approved in writing by the County.

(e). To make no change in the Company's authorized or issued common stock except as may be authorized in writing by the County.

(f). Not to make or authorize or declare any dividend in connection with or in respect to the Company's capital stock except as may be authorized in writing by the County.

(g). Not to transfer, assign, convey, mortgage, pledge or otherwise encumber any of the assets or properties of the Company except as authorized in writing by the County.

6. In the event of the acceptance by shareholders owning two-thirds of the issued and outstanding shares of the Company of the offer of the County as aforesaid, then and in that event, the County agrees as follows:

(a). To pay to the Company from time to time such sum or sums, as a subsidy to the operating revenue of the Company, as are necessary to meet the operating expenses of the Company from the date of this agreement until the purchase of the stock as aforesaid. It is the intention

of the parties hereto and the spirit of this agreement that the County will provide such funds as are necessary to insure the continued maintenance of the Company's operation from the date of this agreement until the purchase of the stock as aforesaid.

(b). To honor the obligations of the Company presently existing to the extent that the same cannot be paid by the Company from its own <sup>Revenue</sup> ~~revenue~~, including the obligation of the Company to the National Commercial Bank and Trust Company in the sum of \$840,000.00.)

(c). To assist the Company in whatever manner necessary to the end that its operations be maintained until the purchase of the stock of the Company as aforesaid.

7. That this agreement and all of the rights and obligations herein contained may be assigned by the County to any other appropriate governmental agency or public authority.

8. All notices, requests, demands and other communications hereunder shall be in writing and shall be deemed to have been duly given when mailed by certified mail, return receipt requested to:

(a). If to the Company, then to:

United Traction Company  
110 Watervliet Avenue  
Albany, New York, 12205

(b). If to the County, then to:

County of Albany  
Attention: County Attorney  
County Court House  
Eagle Street  
Albany, New York, 12207

9. Each party shall cooperate in taking and shall take such action as may be reasonably requested by the other party in order to carry out the provisions and purposes of this Agreement.

IN WITNESS WHEREOF, I, \_\_\_\_\_, do hereby certify that the  
instrument the day and year \_\_\_\_\_ and the writer

UNITED TRACTION COMPANY

By \_\_\_\_\_  
As President

COUNTY OF ALBANY, NEW YORK

By \_\_\_\_\_